AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

OCTOBER 1, 1961

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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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Forms for the November 15 issue will close Friday, October 27. Mail copy to arrive at Chicago by these dates—no later.

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American Nurseryman

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Editorial

SATISFIED CUSTOMERS

So much is written and said about satisfied customers, that one who takes the trouble to be observant is constantly surprised that so little is done about making them.

There are signs in stores to attract customers and to tell them that they are welcome, as well as advertisements in newspapers, magazines and elsewhere. In sales magazines and at trade conventions one reads and hears much on the subject, but what is done about it?

Does the salesperson in the garden center always pleasantly inquire what a visitor would like to buy or see? Does the boss answer a customer's inquiry about a plant without a frown or perhaps a shrug? Does the boy who carries or wheels the merchandise to a customer's car look as though he were preoccupied with the day's baseball scores, or is really concerned about assisting the customer?

There is a better chance that these persons are helping to make satisfied customers than the girls and men in the office or warehouse are doing so. Do they give attention to the customers' implied wishes, or do they routinely follow whatever is marked or written? Are letters promptly and helpfully answered, in a courteous tone, or given the brushoff in an impersonal and routine fashion?

When a prospect asks for a quotation, is the reply one that solicits business in a pleasing tone, or is it abrupt or even haggling? Here is a field of wide customer dissatisfaction in the business world, both in correspondence and on the telephone.

If you have not given the practical aspect of satisfying customers much direct thought, ponder your own shopping or business experiences of the day or week. After that is done, possibly you will make changes in your own business.

The Mirror of the Trade

IMPROVING TREE LIST

For growers of nursery stock in large quantities it is a relatively easy matter to discard older species or varieties of trees and shrubs in favor of better ones. Most of them are constantly on the alert to find items that will sell more easily or quickly. either because they are new varieties or meet current needs better than old ones, so that they give greater satisfaction to the ultimate buyers. whether amateur gardeners; government agencies planting streets, highways and building sites, or whatever the ultimate consumers. By annual review of their nursery planting lists or propagating lists, growers regularly find new items to replace old, so that there is a constant overhaul of their catalogs.

The smaller nursery finds it less easy to make such changes, especially in trees which require years to attain salable size. The nurseryman sceking to meet expenses or make a profit does not readily discard halfgrown merchandise for something new. If a nurseryman has aspirations to improve his tree list, he may find it difficult, yet if he is not vigilant in this regard, he will ultimately find much of his land tied up in out-of-date stock that moves slowly or items that move not at all.

While leading nurserymen have always been alert to the improvement of their planting lists and catalog offerings, in the past genera-tion or so its importance has particularly increased. This era has been marked by the passing of the old private estates with staffs of trained gardeners, by the building of millions of small homes whose owners have a beginner's interest in plants, by changes in architectural styles from 2 or 3-story residences to 1-story types, and by a big expansion in the market for nursery stock, which has altered the composition of the industry itself.

In the early days of these changes, about the time the nursery industry was finding its way out of the great depression of the 1930's, this magazine published a series of articles to aid this trend, entitled "Compiling a New Nursery List," selections of deciduous trees and shrubs and also of narrow-leaved and broad-leaved evergreens, by Dr. L. C. Chadwick, now head of the department of horticulture at Ohio State University and long recognized for his work in the nursery field. When the industry

was going through its growing pains of the next decade, these selections were in much demand reprinted in booklet form, long since exhausted

More changes have since occurred, not only in trees and shrubs available, but also in the public's demand, and a new series of articles has been appearing in this magazine for over a year, "Sorting the Woody Ornamentals," by Dr. Donald Wyman, horticulturist of the famed Arnold [Concluded on page 82]

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EMPLOYMENT FIELD

In the current discussion of unemployment, it is apparent that the severest aspect concerns those men, many still young, who have had little education or job training. Some of them have become used to good wages in construction or factory jobs where union scales prevail for one and all. When machinery, automation or loss of market affects such men, they are not easy to relocate. While a few would rather be paid for not working, many are industrious and turn to other jobs to support themselves and their families.

This is amply attested by the fact that numerous factory employees, who work at good wages five days a week, do odd jobs, yard work and what have you, for half their usual pay, on at least one of their days off, still having one day for their family enjoyment. When these men are laid off by the factory, they continue such odd-job work as long as they can find it.

Most of these men are, at least, better than the farm or miscellaneous helpers which formerly were picked up at the end of streetcar or bus lines, or even trucked from skid row in large cities, to provide the common labor at planting and digging times in nurseries or on maintenance crews. Such men would be equal, if not superior, to the imported types of farm and nursery labor, which subsequently become relief prospects themselves.

At a time when most nurserymen, landscape planters and maintenance firms alike are in need of workers, to help the public enjoy more fully the trees, shrubs and sod they sell, individual nurserymen or their organizations might consider some aid to the unemployment situation by hiring, with some prospect of training, some of the so-called unemployables which are considered the core of the national problem.

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Kansans Meet, Elect at Manhattan

Use of Credit, Container vs. Packaged Stock Are Among Speakers' Topics

Ralph B. Ricklefs, Jr.

Talks on landscape trends, selling techniques and credit opportunities, along with a panel discussion on container and package nursery stock, provided a varied agenda for the 68th annual meeting of the Kansas Association of Nurserymen, held in Umberger Hall, on the campus of the Kansas State Universty, Manhattan, Kan., September 6 and 7.

At the election of officers, which took place during a business session September 7, the following were named: President, Robert Mc-Henry, Hillside Nursery, Wichita; vice-president, Cloyd E. Prater, Twin Valley Nursery, Salina, and secretary-treasurer, John Tonkin, J. H. Skinner & Co., Topeka. Henry North, Willis Nursery Co., Ottawa, remained on the executive committee, and Guy Mathews, Manhattan, retiring president, automatically became a member of the executive committee.

At the opening session the afternoon of September 6, with President Mathews presiding, Dr. Robert Ealy, new head of the department of horticulture, introduced the first speaker, Charles De Deurwaerder new assistant instructor in landscape architecture at Kansas State University. Mr. De Deurwaerder received his B.A. and M.L.A. at the University of Massachusetts, completed two and one-half years of teaching at the University of Wisconsin and gained much practical experience in the field of landscape architecture through work with the army corps of engineers and private nursery firms.

Mr. De Deurwaerder stated that landscape architecture has changed greatly within the past 10 years, becoming now a team effort on the part of the landscape architect, the nurseryman and the landscape contractor.

New Accent on Plants

When landscape gardening, generally, began, the landscape gardener was a general practitioner, fulfilling the jobs of landscape architect, nurseryman and landscape contractor. There are still many of these generalists in the field, although the trend is increasing toward separation of the activities.

During the 1950's, landscape ar-

chitects were trained largely in strict design and landscape construction at the expense of information on plants. The contemporary trend is toward emphasis on plants through the use of competent design and landscape construction. A great deal of the swing back to adequate use of plants depends upon the planners, engineers, architects and contractors, as well as the landscape architects.

Mr. De Deurwaerder showed the effects of team effort by slides of numerous projects noted on a 19,000 mile trip over the United States recently. Such examples included the Golden Triangle area at Pittsburgh, Pa.; the St. Louis, Mo., redevelopment project; the Northland shopping center at Detroit, Mich.; the Chicago Sun-Times terrace, and Disneyland, in California.

Following this presentation, Dr. Hugh Thompson, entomologist at Kansas State University, displayed examples, and warned the nurserymen of damage by the pine-tip moth. Dr. Thompson stated that attacks by this insect have occurred in southeast Kansas and the pest is spreading gradually in a north-westerly direction. Dr. Thompson explained that this is a small, brownish larva that attacks 2 and 3-leaved pines and works from the base of the needles to the tips. Larvae are easily controlled by spraying with DDT beginning early in June. There are several

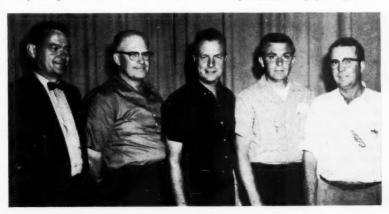
generations during a season, so spraying must continue on a regular basis for effective control.

After a barbecue chicken dinner served at Kansas State University, a panel composed of Gene Wilson, moderator; Joe Abrahamson, and Harold Nickel, discussed "Package Nursery Stock versus Containergrown Nursery Stock."

Joe Abrahamson stated that the packaging of nursery stock began many years ago and has suffered a poor reputation among nurserymen because of its adaptability to chain store operations and sales. This bad name was justified in certain instances because of the poorquality plants put in the packages, when actually the plant was more important than the package. Although packaging has improved over the years, there are still many unscrupulous operators taking advantage of the public through this medium.

According to Mr. Abrahamson, all packaged roses should have waxed tops in order to be handled properly. He stated that wax does not injure the rose if applied properly and if the rose is a good plant to begin with. Research has produced no product superior to wax for this purpose. In spite of wax and good quality of plants, packaged plants, including roses, cannot be stored under chain store conditions for any length of time.

Mr. Nickel stated that the dis-[Continued on page 118]



Robert McHenry (center), elected president of the Kansas Association of Nurserymen, shown with other K. A. N. officials at the group's recent meeting at Manhattan, Kan.: Left to right, John Tonkin, newly elected secretary-treasurer; Elwyn Rieke, new executive committee member; Mr. McHenry; Henry North, executive committee member, and Guy Mathews, past president and executive committee member.

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Varied Topics Heard at Alabama Short Course

Plants for South, Foliar Feeding, Disease Control, Liming and Landscape Equipment Covered in Program

By Tom Eden

Nurserymen and landscape men from all parts of Alabama gathered at Auburn University, Auburn, September 6 for the fifth annual short course for Alabama nurserymen and landscape gardeners. Discussion of plant materials and cultural practices highlighted the program, with individual talks concerning plants for tropical landscape effects, newer ornamentals for the south, the advantages of foliar fertilization and control recommendations for plant diseases.

The group was welcomed to Duncan Hall on the university campus by Dr. E. V. Smith, dean of the school of agriculture and the agricultural experiment station. Dr. T. B. Hagler, head of the plant science division of the Auburn extension service, presided during the morning session and introduced the first speaker, Ben Lanham, Jr., head of the department of agricultural economics, Auburn.

Alabama — Urban or Rural?

Mr. Lanham noted that Alabama has become an urban state in terms of place of residence; that is, there are more people living in urban areas than in rural areas. But in terms of employment, sources of income and use of basic resources, it is still primarily an agricultural state. And Alabama agriculture, like agriculture the nation over, is today faced with some of the most complex and difficult problems in its history.

Next on the program was Dr. Joseph H. Yeager, agricultural economist, Alabama agricultural experiment station. Dr. Yeager began his presentation, "Use Records To Increase Profits," by explaining that records are essential for (1) determining over-all profits, finding which items are most profitable and disclosing major costs; (2) determining the amount of one's investment and the return it is yielding, and (3) supplying data for tax and social security reports. Dr. Yeager then displayed and discussed sample forms suitable for retaining inven-

tory, depreciation, income and expense records.

Dr. Earl J. Partenheimer, assistant agricultural economist, spoke on "The Value of Linear Programing in a Nursery Operation." Linear programing is a mathematical system that has been used successfully in many industries as a guide to minimizing cost and maximizing profit in a given operation.

Although the system is mathematically complex, computers have been developed which allow anyone to use the procedure who can add, subtract, multiply and divide, and Dr. Partenheimer suggested several ways in which nurserymen and landscape men might use linear programing.

"Tropical Plants for Southern Landscapes" was the title of a talk by Dr. E. W. McElwee, head of the department of ornamental horticulture at the University of Florida, Gainesville. He said that landscapes can include semihardy plants, if they are given protection, and even tender types, if they are moved indoors in winter.

To simplify maintenance, however, he suggested that southern homeowners who wish tropical landscape effects should use locally adapted plants that are tropical in appearance.

Among the examples he cited were the following: Ajuga, ardisia, azalea, bamboo, buddleia, pindo palm, cabbage palm, camellia, cleyera. confederate jasmine, cuphea, hibiscus, liriope, loquat, mondo, pittosporum, shore juniper and some viburnums and yuccas. As a final point he advised using tropicals sparingly as accent or focal plantings in the land-scape or as interior plants.

Harold Thornhill, extension specialist in ornamental horticulture, Auburn, presided over the afternoon session, which began with a talk by Dr. Fred Adams, associate soils chemist with the Alabama agricultural experiment station.

Need for Lime

Speaking on the "Particle Size and Effectiveness of Limestone," Dr. Adams said that, although liming is an old practice and one that many people regard as essential, there is undoubtedly a greater need for lime in Alabama now than ever before. Lime is needed to counteract the effect of present-day fertilizers and other chemicals that greatly intensify the rate at which soils become too acid.

The action of the lime is to reduce the acidity of the soil, which is to say, raise the pH. The major detrimental results of a low pH are that excessive concentrations of aluminum and manganese build up in the soil solution, phosphorus in the soil becomes less and less available as soil pH decreases below 6, and calcium and magnesium may become deficient. With a soil at the proper pH, all of the foregoing undesirable conditions are avoided.

He said that most liming materials now used are forms of calcium carbonate or mixtures of calcium and magnesium carbonate. The neutralizing action of such materials depends upon the carbonate part of the lime — the more carbonate particles that are present, the more acid [Continued on page 110]



Among the speakers featured at the Alabama short course for nurserymen and landscape gardeners were (left to right) Dr. E. W. McElwee, University of Florida, Gainesville; Beaty Hanna, Birmingham, Ala., and Dr. Tok Furuta, Dr. Norman McGlohon and Dr. Fred Adams, all of Auburn University, Auburn, Ala.

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Why Fear Supermarket Competition?

Old-Timer in Nursery Trade Relates Rise of Garden Centers in Face Of Attempts of Outside Retail Outlets to Market Cheap Nursery Stock

By John J. Pinney

There is a widespread fear of supermarket competition among garden center operators. It is the subject of private conversations, bull sessions, convention speeches and trade journal editorials. In some cases the fear is so great that it leads to the belief that such competition will eventually put garden centers out of business.

Some of this fear can be attributed to a lack of knowledge of what is involved in this competition. Again, the cause may be the result of faulty reasoning. Too often the fear is merely that of the unknown, which can be the most unnerving of all.

Surprising as it may seem to those new to the nursery business, competition such as that presented by supermarkets is not a sudden development. Nurserymen were talking about "illegitimate competition" long before many present-day garden center operators were born. It occurs to me that a review of the history of this competition might restore the peace of mind or allay the fears of many.

In the Beginning

This is a story related to me by a 90-year-old nurseryman (still living). Near the beginning of this century, long before World War I, a department store in St. Louis was looking for a gimmick to create traffic. A nurseryman was trying to find an outlet for his surplus nursery stock. Somehow they got together, with the result that the store advertised a sale of privet and spirea at low prices, cash and carry.

The nursery stock, bare root and in bundles of 10, was shipped to the store in big, rough, wooden boxes about eight feet long and about 30 inches in cross-section. The boxes were placed on the floor of the store, the tops were removed and the store was in the nursery business. Customers carried the plants home dry or they were delivered to their homes in the same condition. This undoubtedly was one of the first examples of nursery stock being sold in a department store—or a store of any kind.

This sort of thing became a common practice that continued for many years, not only in department stores, but in hardware stores and seed stores as well. The nursery stock was not considered a part of the regular profit-producing merchandise; it was an "extra" that was offered at prices near cost to lure prospective customers to the store.

Postwar Moves

After World War I, the more enterprising department stores, realizing that nursery stock had a popular appeal, decided to make it part of their regular inventory. Probably because women are more interested in it than men, the nursery stock was put on sale in the housewares departments, and that is where it is sold today in most department stores. Handling it bare root was out of the question, and so the store arranged to have the plants individually root-wrapped. The first attempts at this were rather crude. A little damp shingle tow was held in place around the roots with kraft paper tied with string. Labeling was done by writing or stamping the name on a paper or wooden label. Sometimes colored pictures were displayed, but plants were piled on tables or thrust into buckets or tubs on the floor, with no attempt being made to create an attractive display. Gradually improvements in packaging were made by using waterproof paper around the roots. Colored picture tags came into use, and displays were improved by the use of racks built especially to display the plants.

Things rocked along in this fashion during the 1920's. Retail nurserymen were resentful of this store competition. A few wholesalers, wishing to benefit from the department store business, but not wanting to be boycotted by retail nurserymen, operated their department store business under different names.

Depression Effects

It was the depression beginning in 1929 that brought about the rapid development of the variety and department store market for nursery stock. Wholesalers who normally depended upon retail nurserymen and landscape planters for their market saw a large part of that market disappear with frightening rapidity. Many a small retail operator, finding his trade dwindling away and having only a nominal investment in his business, closed up shop.

The wholesaler, deprived of this market, was forced to seek other outlets. Concurrently department stores and variety stores were looking for new lines of merchandise to pep up lagging sales. It was quite natural for the wholesale nurserymen to get together with the operators of these stores. Understandably, the retail nurseryman who remained in business was not happy about the wholesaler's selling to the stores, and he expressed himself freely about this "illegitimate" business.

The store market developed rapidly. More and more department stores got into the act, and increasing quantities of nursery stock were sold by them. Practically all syndicate variety stores had nursery stock on their counters. Many of the independents followed suit. Prices were low, but all prices were low during

Package Changes

the depression days.

As the market for packaged nursery stock grew, attempts were made to improve on package techniques. For a time, nearly all rosebushes and shrubs were packed in individual cartons with colored pictures of the blooms pasted on them. To permit inspection of the contents, cartons were provided with cellophane windows or punch-out panels. At one time a group of plant packagers attempted, unsuccessfully, to intimidate their competitors by claiming they had a patent on boxes with windows and anyone else who used such boxes would be prosecuted as violators of the patent.

Cartons gradually went out of style. Only small shrubs and roses could be packed in them, and their use prevented the purchaser from examining the entire plant. Improved methods of packaging were developing. Laminated waterproof paper was used around the roots. Each plant was labeled with a colored picture tag and planting instructions. Rosebushes were waxed to prevent drying out in the warm, dry air of stores. Assortments were improved until they included not only roses and shrubs but vines, fruit

[Continued on page 52]

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The Germination of Rock Elm Seeds

By Toru Arisumi (1) and James M. Harrison (2)

Seeds of spring - blooming elm of peat moss, bank sand and field species can be germinated without much difficulty if sown soon after harvest and given adequate moisture and illumination. Good germination of freshly harvested seeds of certain American, European and Asiatic elm species can be obtained if the seeds are soaked in water for 12 to 24 hours under natural or artificial illumination before they are sown in flats or seedbed. Stored elm seeds frequently become nonviable or dormant within two to three months.

This article deals with the viability and germination of seeds obtained from a group of rock elm trees, Ulmus thomasi, growing in Fountain park, Piqua, O. Germination of seeds from these trees has been of considerable interest to us and others concerned with the propagation of these old and beautiful trees. Unlike U. americana growing in that area, these rock elms seem to reproduce themselves little or not at all. From persons interested in growing them we learned also that past attempts to germinate these rock elm seeds had not been successful.

Materials and Methods

Open-pollinated seeds from three large rock elm trees in Fountain park were collected one and two weeks before maturity and at maturity. The freshly harvested seeds were then soaked in tapwater for 12 hours under natural illumination and tested for viability in Petri dishes and by direct - germination tests in various media.

Viability tests in Petri dishes were carried out under natural illumination near the north windows of the laboratory. Room temperatures ranged from 65 to 80 degrees Fahrenheit. In these tests, 75 seeds from each tree were divided into subsamples of 25 seeds each, made up of winged seeds, de-winged seeds with seed coats and seeds without seed coats.

Direct - germination tests were made outdoors in wooden flats filled with the following media: (1) Field soil; (2) a mixture of equal volumes

soil, and (3) peat moss. The seeds were planted approximately onefourth inch deep and watered frequently to prevent the surface from drying out. On clear days the flats were kept under glass to prevent excessive loss of moisture. A sample of 100 seeds from each tree was divided into subsamples of 50 seeds each of winged and de-winged seeds for testing in each medium.

Seeds harvested two weeks before maturity were nonviable and deteriorated within a few days in the Petri dishes and in the germinating media.

Mature seeds and those harvested one week before maturity were 90 to 100 per cent viable and germinated vigorously in the Petri dishes. No significant differences in viability were found between seeds from different trees or between the various subsamples of winged and de-winged seeds with seed coats and those without seed coats. Also, there was no significant difference in viability of seeds collected at maturity and a week earlier.

The radicles of the viable seeds emerged within two or three days and grew to a length of one to one and one-half inches by the end of the fifth day. The cotyledons began to open about the fifth or sixth day, and by the end of the seventh day most of them were spread at right angles to the hypocotyl-epicotyl axis.

In the germination tests, no seedlings emerged from the field soil or the mixture of soil, peat moss and sand. About 70 to 80 per cent emergence was obtained in the flats filled with peat moss. There were no significant differences between the seeds of the last two collection dates, between different trees and between winged and de-winged seeds.

Germination was epigeous in all cases. Most of the seedlings in the peat moss emerged within one week after planting, and no further emergence was observed after two weeks.

Random sample of about 20 seeds from the flats showing no seedling emergence after two weeks showed 90 to 100 per cent sprouting seeds with radicles one to one and one-half inches long. The flats were discarded about a month later when none of the seeds could be recovered from the media.

Nearly all of the emerged seed-

lings developed only a single pair of true leaves during the growing season, due to the presence of dormant terminal buds. About one per cent of these seedlings broke dormancy long enough to develop an additional internode and another pair of true leaves and then became dormant again. The seedlings grew to a height of two or three inches within a few weeks after emergence and grew no more during the rest of the growing season. Observations were based on over 200 seedlings grown from June to mid-September, 1960.

Discussion

The apparent inability of rock elm seeds to emerge from soil or soil mixture is the probable cause of past failure in attempts to germinate them in the seedbed. Illumination does not seem to be a cause of germination failure, as we have been able to germinate these seeds in the dark as well as in the light.

The presence of dormant terminal buds at the time of germination or shortly thereafter could be a partial explanation for the absence of natural seedlings of the rock elm trees at Piqua. The small seedlings are at a competitive disadvantage in the wild.

WIN ASSOCIATION AWARD

Dr. Richard P. White, executive vice-president, and Curtis H. Porterfield, secretary, of the American Association of Nurserymen, were among a select group of 34 of the nation's leading association executives named to receive the Chartered Association Executive award of the American Society of Association Executives. Special recognition ceremonies took place at the society's 42nd annual meeting, held at the Denver Hilton hotel, Denver, Colo.

The C. A. E. plan, initiated this year, is the first of its kind to give special recognition to qualified association executives who have acquired broad backgrounds in all phases of association management and met regid requirements covering education, experience, training and association achievement.

OPENED recently was L & F Nursery Sales, Reading, Mich., operated by Beulah Lehman and Harriet Foor.

⁽¹⁾ Geneticist, crops research division, agricultural research service, United States Department of Agriculture, Beltsville, Md.

⁽²⁾ Agricultural aid, crops research division, agricultural research service, United States Department of Agriculture, Delaware, O.

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Garden Center Program

Do-It-Yourself Christmas Sales

By David L. Zakon

Featuring the do-it-yourself aspect of Christmas decorating, making custom work available and gearing its offerings to quality-conscious buyers have produced varied rewards for Garden Craft, a picturesque garden shop at Assinippi, Mass. A steadily rising sales volume culminated in a 1960 sales figure that was roughly double that of 1954, the year when the unique Christmas operation was launched experimentally.

The do-it-yourself customer is welcomed at Garden Craft and given every possible aid. Before the seasonal rush commences the staff not only spends time suggesting items to be made, but also helps customers select the materials for them and then gives demonstrations of how the items can be put together most effectively. The demonstrating is done by owner partners, Don Wright and Harold Nelson, as well as by Don's wife, Dorothy. In addition, the seasonal Christmas staff at Garden Craft is also qualified to give instructions.

Start Program after Thanksgiving

To help create ideas for the customers, the Garden Craft staff starts right after Thanksgiving day to make up Christmas pieces for display in the shop. When customers express an interest in a particular

piece, they are given a list of the materials needed to make it. Then they are permitted to go into the back room workshop to watch how the materials are assembled. On average, estimates Don Wright, the customers get the hang of it in five minutes or so.

For early display at Garden Craft, the staff also makes up a few unusual but quite expensive pieces. While they are displayed primarily to attract customer attention and become conversation pieces, they are nonetheless sold, and as they are sold they are replaced by others. "This has the desirable effect of enabling us to trade up," says Mr. Wright. "We are often amazed at the amount of money people will spend for a Christmas piece if it is truly unique and creative.

"Obviously one can make more money on the sale of a single \$25 piece than on 25 pieces at \$1," he went on. "And having such unusual things to offer certainly sets us apart from the variety chains, supermarkets and discount department stores."

At the outset, in 1954, club groups primarily showed interest in the doit-yourself items at Garden Craft. It is estimated that only about 20 per cent of the nonclub customers bought materials for self-assembling. In 1960, it is significant to note, one

out of every two nonclub customers showed preference for making their own decorations,

Supporting Trends

In this regard Mr. Wright comments that he notices in his area a trend for families to get together to make up decorative material, and he cites the following reasons: Magazines are devoting more space each year to suggestions for Christmas decoration, giving detailed instructions for do-it-yourself projects. Television tends to keep people home more, and they can work with their hands while watching. The emphasis of the importance of family 'togetherness" by psychologists and sociologists encourages family group work. More people each year of the lower-age and modest-income group own their own homes and like to have them decorated for the holiday. Modern homes are more adaptable to decorating and offer more challenge. And, finally, more varied selections of decorating materials are available each year to tempt people to discard the old decorations in favor of new ones.

As the best selling items in the doit-yourself category, Don Wright mentions glass balls, styrofoam objects, pine cones and ribbons, wire frames and vinyl plastic roping. If

[Continued on page 68]



Attractive outdoor sign erected on Garden Craft nursery shop puts stress on doit-yourself and custom work in Christmas decorations as a holiday promotion.



Workshop of Garden Craft, Assinippi, Mass., nursery, with Mrs. Donald Wright, wife of one of the proprietors, in foreground, fashioning a Christmas wreath.



Typical display of unique decorations made up by a creative designing staff coached for special service to nursery customers in the pre-Christmas season.

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Sorting the Woody Ornamentals

Massive Oaks Are Best Long-Lived Shade Trees For Public Areas

By Donald Wyman

Horticulturist, Arnold Arboretum

As timber trees of the world and as ornamentals, the oaks constitute one of the most important groups of trees. They are native over the north temperate regions of the world, being just as important as timber trees and as ornamentals in Europe and certain parts of Asia as they are in North America. Fortunately in America we have the advantages of using the best of those native to other parts of the world also. Seventy oaks are growing in the collection of the Arnold Arboretum, at Jamaica Plain at Boston, Mass. Thirty-nine at least are offered by commercial nursery sources in this country.

In the following lists approximately 150 are listed as not being recommended for ornamental plant-

ing in America, although there are some in the list that are being used. Thirty-seven are recommended for ornamental planting, and of these 10 are only possible for planting in zone 7, or the warmer areas of the country. Plantsmen can well afford to go through this list and weed out certain others that might be unnecessary for planting within their own particular bounds.

The oaks in general are large, alternate-leaved trees, not many of them with what might be called finetextured foliage. Of those with such foliage, Quercus phellos, palustris, ilex and libani might be the best examples. Those native in America are mostly graced with vivid autumn color, usually in red and scarlet, a



Quercus Acutissima



Quercus Robur Fastigiata

few of them being yellowish to bronze, like Q. imbricaria. Those that are native of Europe, like most other European shrubs and trees, do not have outstanding autumn color when compared with the vivid color of the American natives.

Fortunately this country contains large forests of oaks where autumn color is about the best anywhere in the world. As one will see, glancing through the list of those not recommended, the oaks do hybridize, but strangely enough, no hybrid has made the grade to be selected on the recommended list. Many of the oaks are generally similar in outline, rounded and dense, but there are those, like the pin oak, which have an unusual shape all their own.

This is not the place to discuss the insect and disease pests of the oaks, which unfortunately have their share. Spraying for pest control is a necessary evil in growing oak trees, but I do not think they can be regarded as bad as the elms in this respect.

Oaks in general are large trees, only five in the recommended list

The illustrations accompanying this article were made from photographs supplied by the Arnold Arboretum, Jamaica Plain, Mass.

having a lower mature height than 60 feet, namely, Q. acutissima, glandulifera, engleriana, liaotungensis and libani. Of these, the first two mature at about 45 feet and the others at about 30 feet, one of the reasons these smaller ones were recommended for trial at least, since they are not widely grown in this country as yet. Seven of the 30 recommended species have evergreen leaves (agrifolia, chrysolepis, engleriana, ilex, suber, virginiana and wislizeni) and so are for growing only in the lower south. For large, massive shade trees, especially for parks and other public plantings, and for large properties, there are no other trees as serviceable nor as long lasting as the oaks.

Recommended Oaks

Following the name of each recommended species or variety appear its natural height at maturity expressed in feet, its hardiness zone, its place of origin and, in some cases, its common name. The hardiness zones are those given in the author's book, "Trees for American Gardens."

Q. acutissima: 45, Z 6, China, Korea and Japan, sawtooth oak — An excellent, wide-spreading tree with chestnutlike foliage that is glossy. The tree usually grows as broad as it does high; hence plenty of space should be provided for its full development.

Q. agrifolia: 90, Z 9, California, California live oak—A roundheaded, evergreen tree with hollylike foliage, native in the valleys and hills of the California coast. Chiefly of value in the area where it is native.

Q. alba: 90, Z 4, eastern United States, white oak—With broad, round head, spreading branches, purplish-red autumn color, this makes an excellent specimen in the open. Slow in growth, its open, branching system usually makes the passage of electric wires through the tree a simple matter.

Q. bicolor: 60, Z 3, eastern and central No. Am., swamp white oak—Similar to Q. alba but with coarser leaves, good for planting in moist to wet soils.

Q. borealis: 75, Z 4, N. E. and central No. Am., red oak—Commonly grown everywhere and one of the fastest growing of the oaks, it transplants easily, is pyramidal when young and has an excellent red autumn color. The variety maxima is practically identical for ornamental uses at least.

Q. canariensis: 90, Z 7, Spain and N. Africa, canary oak—A handsome deciduous tree, the leaves can re-



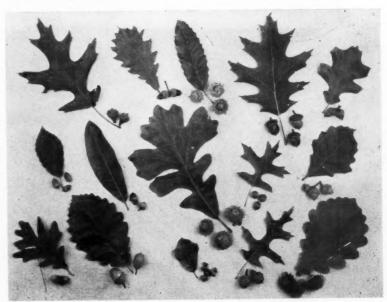
Quercus Alba

main on the tree until Christmas. It is not much used at present in America, but is worthy of a trial because of its good performance in Eu-

Q. cerris: 90, Z 6, southern Europe, Turkey oak—With leaves two to four inches long, this broadly pyramidal tree has fine texture. One of the faster growing of the oaks, not doing too well north of Philadelphia. The varieties laciniata, pendula and variegata are said to be interesting, but I have never seen any of them.

Q. chrysolepis: 60, Z 7, Pacific coast, canyon live oak—With widespreading head, often pendulous branches, this evergreen oak is the most beautiful of the oaks native in California. It is planted only as an ornamental in this area.

Q. coccinea: 75, Z 4, eastern and central United States, scarlet oak—
[Continued on page 104]



Acorns and Leaves of 15 Quercus Species
Top row (left to right): Velutina, Robur, Variabilis, Borealis and Marilandica.
Middle row: Glandulifera, Imbricaria, Macrocarpa, Palustris and Bicolor.
Bottom row: Alba, Montana, Arkansana, Coccinea and Dentata.

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Root Growth of Taxus

By Irene H. Stuckey

Plant Physiologist, Rhode Island Agricultural Experiment Station, Kingston, R. 1.

Cultural practices in the growing of taxus were investigated recently as part of a project undertaken at the Rhode Island agricultural experiment station, Kingston. The differences in root growth produced under the varying systems of management were striking and should be of interest to anyone who grows taxus

One hundred and fifty 2-year-old plants of Taxus cuspidata nana were set in the field in July, 1958, in randomized plots, six plants to a plot with the following treatments: Deep cultivation with a field cultivator; shallow cultivation with a hoe, just enough to remove weeds; Simazine (two pounds active per acre) applied in November to control weeds without cultivation; redtop sod, mowed three times during the summer, and a mulch of sugar cane bagasse.

Any weeds that appeared between the plots were removed with a hoe. A complete fertilizer was applied in the early spring in 1959 and 1960 at the rate of two ounces per plant,

Contribution No. 1033, Rhode Island agricultural experiment station, Kingston, R. I.

spread in a ring four inches away from the stem and raked in. On the mulched plots, the mulch was removed, the fertilizer applied and the mulch replaced. Each grass plot received additional fertilizer over the entire area in July after the grass was mowed. The grass grew up to the stems of the taxus plants. There was no bare ground on the grass plots.

Plants in Sod Grow Poorly

By spring of 1961, the plants growing in sod were noticeably smaller and yellower than those in the other treatments in spite of the extra fertilizer. On April 28, the plants were dug and the roots examined. New growth of the root tips had just begin

There were no differences in the root systems where the weeds had been controlled with Simazine or with light cultivation. The lateral and vertical penetration of the roots was about the same, with the bulk of the feeder roots in the 2 to 8-inch zone. Some of the larger roots penetrated deeper.

The plants which had received the deep cultivation showed the results of cultivation in torn roots, with evidence of root rot on the stubs in the upper four inches of the soil. The roots below four inches were about the same as those in the plots with clean cultivation.

The plants grown in sod had the poorest root systems. The volume of soil occupied was, if anything, greater than that filled by the roots from the three plots just described. The roots extended from the surface of the soil to a depth of about eight inches. They were much less vigorous, however, than those produced under other treatments.

The diameter of the roots, the number and diameter of the growing tips, the frequency of occurrence of root rots and the generally "starved" appearance, showed these roots to be less vigorous. The grass roots were completely intermingled with the taxus roots, suggesting that there would be competition for water and oxygen as well as for mineral nutrients. The additional fertilizer that had been added to lessen competition for mineral elements apparently increased growth of the grass and caused even more competition for the taxus.

Best Root Systems under Mulch

The roots from the plots that had been mulched were much better than any of the others in all respects, except that the feeder roots did not extend to a depth of eight inches; the larger roots did. Whether this factor of penetration would be important over a period of time would have to be determined.

The roots extended to the surface of the soil as they did on the grass plots. The vertical penetration of the bulk of the fibrous roots was no more than six inches, but the lateral roots spread almost 12 inches away from the plant. Thus the total volume of the roots was greater. The diameters of the small rootlets were twice those of the roots under sod and the new root tips were plumper and more numerous. Root hairs were more numerous and more persistent. There was no root rot, and the whole root system looked more vigorous in all respects.

Such a root system is similar to that occurring under natural conditions. In its original habitat, taxus is an understory shrub or tree in the humid forests of the temperate zone, where a mulch of partially decayed leaves and twigs is the usual soil covering.

Undoubtedly the microflora found here would be different from that found under grass, and the competi-

[Continued on page 117]

CONARD-PYLE CO. HAS VISITORS FROM FRANCE



Shown above in the All-America test garden at West Grove, Pa., are (left to right) Mme. Francisque Richardier; John Lemon, president, All-America Rose Selections, Inc.; Mme. Louisette Meilland; S. B. Hutton, president, Conard-Pyle Co., West Grove, and M. Francisque Richardier. Mme. Meilland and the Richardiers, rose hybridizers and growers from France, were the guests of the Conard-Pyle Co. during its annual "Red Rose Rent" day, September 9. This observance is based on a provision in an old deed requiring payment of one red rose annually for the land now occupied by Conard-Pyle, and the company uses the occasion to present its new roses to the public. This year, Mme. Meilland introduced Conard-Pyle's A. A. R. S. winner, Christian Dior, one of the many varieties developed by her late husband, Francis Meilland.

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Papers Heard at Shade Tree Conference

Tree Tolerance to Soils, Tree Decay, Selling, Insects and Diseases Discussed

By Noel B. Wysong

The 37th annual meeting of the International Shade Tree Conference, held August 20 to 25, at Minneapolis, Minn., was one of the most successful conventions in the history of the organization. A wide range of topics was covered by the speakers on the education program, and each session was well attended. A report of the business session and election of officers was published in the previous issue of this magazine.

The conference was formally declared in session at 11 a. m. August 21 by President J. C. Carter, Illinois Natural History Survey, Urbana, Ill.

Delegates were extended a welcome to the city by Mayor Arthur Naftalin of Minneapolis and commended for their efforts to preserve the beauty of the countryside by promoting increased care and appreciation of shade trees. He urged the members to "make themselves heard by public officials" when questions arise concerning the care and preservation of trees growing on public lands.

Educational Program

The first formal paper on the educational program was presented by John C. Van Camp, director of the Midwest Shade Tree Consultants, Rockford, Ill., on the subject, "Tolerance of Trees to Soil Environ-ment." Mentioning the efforts made by arborists to control various diseases and insect infestations, he said that study of soil conditions too often is neglected and emphasized that knowledge of soil science is the foundation of arboriculture. He said that an understanding of the degree to which various tree species will tolerate unfavorable soil conditions is a distinct aid in making correct diagnoses when trees show evidence of poor health.

Nutritional elements, water and air must be contained in the soil in proper proportions for it to support tree growth, Mr. Van Camp said, and he expressed his belief that the soil air content often is the most important of these growth factors. Nutrient content in the soil, he asserted, is not the sole index to soil productivity, and often soil moisture is not the limiting factor. In one case, examination of the soil beneath the center of a paved street

revealed ample moisture but no root growth from trees bordering the street. The absence of roots beneath the pavement, he said, almost certainly was due to lack of soil aeration in the area, since root growth was normal along the edge of the street.

In further support of his belief in the importance of soil aeration, Mr. Van Camp cited several instances of failing tree health being traced to soil compaction and earth fill, which prevented or reduced soil aeration. He told of one experiment with wheat plants in which starch and ammonium sulphate were added to the soil to increase the number of soil micro-organisms, which, in turn, consumed all free oxygen in the soil, resulting in the death of the wheat.

Tree Aeration Tolerances

Tree species most tolerant of poor soil aeration, he said, include sycamore, pin oak, elm, soft maple, poplar, swamp white oak, red maple, willow, river birch, cypress and others normally associated with flood plains and lowlands, while those least tolerant include white, red, bur, black and scarlet oak, tulip poplar and most evergreens. Species normally found growing in flood plains, Mr. Van Camp said, will tolerate extremely moist as well as dry soils, but upland species cannot survive in wet soil conditions.

Though advocating the use of fertilizer when needed to maintain the proper level of soil nutrients, Mr. Van Camp warned that an oversupply of fertilizer near small roots could cause injury through dehydration.

Citing an example, he said the American beech will not tolerate a sudden reduction in soil moisture and, therefore, if the effects of drought are mistaken for lack of nutrients in the soil, fertilization can be detrimental to the extent that it may kill the tree.

It is well known, he said, that when new subdivisions are created in wooded areas, many of the trees die as a result of construction operations. To avoid the needless loss of trees highly valuable to new homeowners in such areas, he advocated closer co-operation among arborists, subdividers, landscape architects and others concerned in new home construction. In closing he presented a series of color slides illustrating many of the points mentioned in his address.

Decay Factor

"Decay in Trees" was discussed by Ray R. Hirt, senior professor emeritus of forest botany, State University college of forestry, Syracuse, N. Y. Using slides to supplement his comments, Dr. Hirt described the effects of decay in tree trunks and branches.

Points at which wood decay fungi are most likely to gain entrance to the tree, Dr. Hirt said, include split-



Officials of the International Shade Tree Conference for 1961-62: Left to right, L. C. Chadwick, secretary-treasurer; J. C. Carter, immediate past president; Hackett C. Wilson, president, and Paul E. Tilford, editor. Not shown above is Vice-president Maunsell Van Rensselaer.

branch crotches, narrow-angled or V-shaped branch forks, neglected pruning cuts and wounds resulting from various types of injury. The use of tree screw rods and cables to help strengthen structurally weak crotches is generally advocated, he said, and may delay the progress of decay where splitting has occurred.

Dr. Hirt advised application of tree-wound dressing material to all wounds. He also recommended frequent inspection of treated wounds and recoating with wound dressing as needed to prevent cracks' or checks' exposing the wood to invasion by fungi. He pointed out that fungus spores are carried by the wind and, thus, open wounds are constantly subject to infection.

In recommending treatment for trees in which decay has become established, Dr. Hirt said arborists should give primary consideration to the safety of persons and property. Trees in which decay has progressed to the extent that they are greatly weakened should be considered as hazardous to life and property and should be removed. The useful life of trees less seriously affected may

be prolonged by proper treatment, he stated, and added, since diameter expansion of decay is slow, often it is possible to treat surgically and remove all decay. Fungicidal materials applied to decaying areas are almost useless in stopping progress of the decay, Dr. Hirt said.

Control of Scale Pests

With "Scale Insects" as his subject, Donald L. Schuder, department of entomology, Purdue University, Lafayette, Ind., described various species of scale that commonly infest shade trees and suggested control measures. Three general types of scale insects are the armored scales, represented by oyster-shell, San Jose, scurfy and others with a hard, shell-like covering; the lecanium scales or those which lack protective body covering, and the mealy bugs, which are covered with a white, waxy coating.

Pointing out that there are many genera and species of scale insects, Dr. Schuder said positive identification often is difficult. In general, most species of scale insects utilize

[Continued on page 98]

National Arborists' Group Hears Talks on Management

By Noel B. Wysong

The importance of competent employees for increased operational efficiency, financial problems arising with the hiring of new workers for tree firms and safety on the job were subjects covered by speakers at the summer meeting of the National Arborist Association, held August 22 at the Hotel Leamington, Minneapolis, Minn. Approximately 200 members and guests were present when President Freeman L. Parr, Parr & Hanson, Inc., Hicks-ville, N. Y., called the educational session to order. The election of new officers, which took place at the business session, was reported in the September 15 issue of the American Nurseryman.

Hyland R. Johns, Asplundh Tree Expert Co., Jenkintown, Pa., in speaking on the subject "Making the Most of Your Manpower," said efficiency in operation depends upon careful screening of applicants for employment, making promotions on the basis of merit rather than on seniority alone, thorough training of all employees, competent supervi-

sion and maintenance of good employer-employee relations.

In hiring a new employee, he said, every effort should be made to learn the applicant's personal history, his educational background and his work experience. Training of employees should include not only methods of performing work, but also such items as safety, prevention of accidents, self-discipline and acceptance of responsibility. An employee, he said, should be kept informed as to his record with the company.

Personnel Records Valuable

A complete personal history of key personnel should be kept, and this, together with work records, should be studied when promotions are being considered. A man may be a success at one level of employment in the organization, but may lack some of the qualities needed for success as a supervisor or administrator. A good supervisor must be at once a mechanic, a psychologist, a salesman and an executive. "A su-

pervisor must not be too tough nor too easy on the men," Mr. Johns stated; "he must not be a 'good guy' at the expense of production."

Maintenance of communication between the supervisory staff and the workmen is important to the functioning of the organization, the speaker emphasized, and said that this might be accomplished by means of instructive booklets explaining policies of the company and benefits available to employees, written orders and daily or weekly work reports which should include all details of work that has been accomplished.

With "The 'Comps' in Compensation" as the title of his talk, Karl Kuemmerling, Karl Kuemmerling Associates, Inc., Canton, O., discussed financial problems in connection with employment of new men, safety programs, accident prevention and workmen's compensation.

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He advised careful interviewing of applicants for work and a thorough checking of references given by the applicant. Too often, he said, references are not contacted and statements made by applicants as to their work experience are not investigated. This may lead to employment of persons not qualified for the job.

Medical Examinations Important

A thorough medical examination should be given every new employee, Mr. Kuemmerling advised, in order that the employer may be made aware of any and all physical defects of the employee. Superficial examinations, he warned, are not sufficient to reveal physical handicaps that may make the employee unable to perform the work required.

Each new employee should be required to read the safety manual of the organization and sign a statement that he has read it, Mr. Kuemmerling said. All accidents should be thoroughly investigated, and the extent of temporary or permanent injuries to workmen fully determined. He pointed out that insurance rates and expenses incurred generally in connection with accidents are high and emphasized that everything possible should be done to reduce such

The annual banquet of the arborists' association was held Tuesday evening. Entertainment was provided by Jane and Dave LaBerge, with violin and piano selections, and by Tek and Larry Wachtel, who presented a series of slides of European

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Demonstration Home Gardens Stir Interest In California

By Richard B. Kilner



Pool and deck of the entertainers' garden, most lavish of the Los Angeles State and County Arboretum's home demonstration gardens.

The home demonstration gardens at the Los Angeles State and County Arboretum, Arcadia, Calif., are an outstanding attraction and valuable source of ideas for interested homeowners and for nurserymen, too.

These four gardens were planned for families with widely varying tastes and interests. They have been designed to show how old and new plant materials and building methods can be used in new or traditional

The arboretum foundation and Sunset magazine, with landscape architects Bettler Baldwin and Owen Peters, were responsible for the design, planting and construction of the gardens. One of the gardens is redesigned every four years, and furnishings and plants are changed seasonally.

More than garden displays, one sees a demonstration of ideas. He can study the plants and their use and visualize how they might be adapted to his own garden. He can see new materials and techniques for fences, paving, roof structures and lighting.

Four in Group

The four gardens are the easy maintenance garden, entertainers' garden, family garden and, of special interest to nurserymen, the plant collectors' garden. A feature of this last-named garden is that it is available for nurserymen to use as a display garden for their new plants. This is of course a challenge and at the same time a wonderful opportunity. The accompanying pictures from Lasca Leaves, the bulletin published by the arboretum, show plantings installed in the area at different times by Rosedale's Nurseries, Inc., Monrovia, and Mordigan Evergreen Nurseries, Sylmar.

The plant collectors' garden is often referred to as the hobby garden, since it is designed for the per-

son who collects plants as some collect records or stamps. It contains a lath house and greenhouse for his experiments and ample room for just plain puttering.

At the opposite extreme is the easy maintenance garden. Much as some people may wish it, there is no such thing as a "no maintenance garden." An approach to it, however, is shown in this planting, which was designed to survive neglect for days at a time. Succulents are the dominant plant materials. Far from being a barren area, it is an attractive setting for entertaining or relaxing.

Setting for Parties

More elaborate in appearance is the entertainers' garden. Designed to accommodate a party of 20 couples with ease and luxury, it features a terrace, deck and firepit. Here the stage is set for an afternoon party around the pool, with its adjoining [Continued on page 81]





The collectors' garden at the Los Angeles Arboretum is available for use by nurserymen as a showcase for their new plants. Part of the garden is shown at the left as it was planted by Rosedale Nurseries, Monrovia; at the right, with plantings arranged and displayed by Mordigan Evergreen Nurseries, Sylmar.

Magazine Advertising Promotes California Association Members

Nurservmen's Knowledge Stressed in Advertisements

A promising new program of trade promotion sponsored by the California Association of Nurserymen has its start with a one-third page advertisement appearing in the west coast publication, Sunset magazine, for October. Subsequent ads in similar vein will appear in the January

and March issues.

The trade effort was given a strong push into the public's awareness by a widely run advertisement of an investment firm using the "Green Thumb" theme and an arresting illustration of a nurseryman at work in a lath house. This ad, occupying two-thirds of a page in the September issue of Sunset magazine, was also scheduled for appearance in 31 of the leading newspapers in Washington, Oregon, Nevada, Arizona and Hawaii.

The purpose of the C. A. N. series of advertisements, as described in a recent C. A. N. bulletin, will be to promote the nurseryman as the man with whom the public should deal to get the greatest money value for every dollar spent on gardening. The importance of nurserymen's knowledge will be emphasized, and it will be pointed out that the service represented by the advice and experience of the nurseryman is often worth more than the actual cost of the plant itself.

Expanded Program Possible

Strengthened by this publicity program will be the public's image of the nurseryman as the expert, the man with the know-how, the man who can best serve the gardening public. What is being undertaken in the Sunset ads may be expanded in influence by the use of like effort in many major newspapers in the state. As an association-sponsored program, the advertising will, of course, emphasize the importance of dealing with the nurserymen who are displaying the C. A. N. sign at their places of business.

While the present program provides for only three ads in Sunset magazine before the end of the association's fiscal year, hope has been expressed that monthly ads can be made a part of the future program, with an eventual goal being a back cover position in the magazine the year around. The financial support of the association membership, it has been pointed out, will determine the extent of the program under-

The initial advertisement appearing for October combines the headline, "Your garden's best friend," with an illustration that pictures a nurseryman bearing a plant, seen from in back of the figure so that the emblem of the California Association of Nurserymen on the workman's shirt at the right shoulderline becomes prominent. Several important ideas are successfully combined at the bottom of the ad, including the suggestion of a nursery site; the C. A. N. emblem; the trade slogan, "Planting Time Is All the Time in California. and the name and headquarters address of the association.

Ad Copy

Following is the copy used for the

Every member of the California Association of Nurserymen has your garden's best interest at heart. As a horticultural expert, he can answer your gardening questions and give you advice with authority, because behind his vast knowledge and experience lie years of study, research and practice.

Integrity is an integral part of his business code. He handles and will sell only true-to-name, first-quality plant materials.

He gives freely of his time and knowledge not only at his nursery, but in community activities. He loves gardening and gladly shares his vital and timely information with civic organizations and the general public.

He is your garden's best friend. Buy all your plants and gardening needs from the Nurseryman who proudly displays the C. A. N. symbol and you'll soon see what a beautiful difference this symbol can

mean to your garden.

The advertisement used by an advertiser outside the nursery field and employing the idea of the nurseryman as as expert ran over the signature of Dean Witter & Co., a west coast firm. An illustration, which occupied half of the advertising space, showed a nurseryman at work in an actual lath house. The individual, identified in the caption, was Jack Schneider, past president of the California Association of Nurserymen. The intriguing headline, "You can acquire two green thumbs," led into copy that stated that a nurseryman could aid in giving one green thumb as a professional gardener, while the investment

firm's representative could give a second, useful in making money grow.

NEW I. W. C. ORDER

Order No. 14-61 of the industrial welfare commission of the state of California, which became effective August 28, established a minimum wage for agricultural workers of \$1 per hour for women and minors 16 years of age or over. The order also requires reporting time payment for at least two hours for anyone who reports for work but is not given work, if the person is on an hourly basis; and the payment of a minimum of \$4, regardless what length of time an employee works, if the person is paid on a piece rate or any basis other than hourly.

The order applies to any employer who hires more than 10 persons at any time during the calendar year. It is not applicable to employers of fewer employees. Nurserymen who employ women or minors in any agricultural occupation would do well to send for a copy of the new I. W. C. order, so they can check operations and make certain of complying with these new regulations covering wage and working condi-

DISABILITY PROTECTION

Beginning October 1, agricultural workers in California will receive the same kind of disability insurance and hospital benefit protection that workers in business and industry have received in the state since 1946. Under A. B. 1663, this coverage will be financed entirely by a 1 per cent tax on wages, paid by the farm workers. The employer pays no tax.

However, the law, described in a recent California Association of Nurserymen bulletin, does require all employers of agricultural labor to register with the department of employment, so that the employer can deduct the disability tax from the wages paid to each employee and pay that tax on behalf of the worker to the department of employment.

Nurserymen who have been making payments to the department on nonagricultural workers must nevertheless register with the department of employment and obtain a new number to cover agricultural employees. The department has advised that agricultural workers must be reported separately from the nonagricultural workers who have been reported in the past.

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ROBERT J. VANDERGRIFF Armstrong's sales representative in Northern and Centual California with many years of experience in fruit industry.



BOB SALGADO Serving Southern California Armstrong customers with personal attention.



WALLY CONWAY Serving the Eastern and Southeastern United States, where many nurserymen enjoy the profit and tonfidence of working "personally" with Armstrong.



GENE COREY Armstrong Nurseries' wholesale sales manager, whose staff of personal representatives is serving nursery customers throughout the United States.

North - East South - West

Personal service goes hand-in-hand with Armstrong quality! There's a highly experienced Armstrong sales representative in your area, ready to serve you personally, to discuss with you your sales plans and stock needs for the coming season. One of these men will be calling on you soon. He's the man to talk to about quality, guaranteed nursery stock that you can sell profitably, with confidence.



LEA HALLING Armstrong representative in Arizona, Colorado, Kansas, Nebraska, Nevada, Missouri, Iowa, Oklahoma and Utah.



LYNN ATKINSON Your Armstrong personal representative serving Illinois, lowa, Indiana, Kentucky, Michigan, Minnesota, Ohio and Wistonsin.



DAN SCHREINER Serving Armstrong wholesale customers in Southern California with personal attention.



BOB BECKER His long experience in the South and Southwest has given many a wholesale customer the profit edge with Armstrong; serving Louisiana, New Mexico and Texas for Armstrong.

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TREES





FASTER GROWTH - QUICKER PROFITS With Musser Seedlings and Liners

Musser trees with their strong, extensively branched, compact root system will grow and thrive where inferior stock may fail to survive.

Careful Selection of Seed with good heredity-Scientific Culture -New Techniques in fertilization and spraying-Modern Equip--Experienced Personnel and large volume production enable us to give you highest-quality stock at lowest possible prices.

A LARGE SELECTION OF SEEDLINGS AND TRANSPLANTS, such as-

50 at 100 rate Per 100 Per 1000	50 at 100 rate Per 100 Per 1000
 SPECIAL STRAIN SCOTCH PINE Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptional- 	JAPANESE YEW—Grown from seed Taxus cuspidata capitata—upright pyramidal (2-1), T., 4 to 8 ins\$25.00 \$200.00
ly healthy, sturdy, straight-stemmed. We have all other best strains Scotch Pine.	JAPANESE YEW—Transplanted rooted
2-yr., S., 2 to 4 ins\$ 3.00 \$ 15.00	cuttings
2-yr., S., 5 to 10 ins 6.00 30.00 3-yr., S., 10 to 18 ins 9.00 45.00 3-yr., T., 6 to 12 ins 20.00 100.00	Taxus cuspidata—spreading 1-yr., T., 5 to 6 ins 25.00 175.00 2-yr., T., 6 to 8 ins 35.00 250.00
WHITE PINE	Taxus hicksi—upright
3-yr., S., 5 to 10 ins 6.00 30.00	1-yr., T., 5 to 6 ins 25.00 175.00
4-yr., T., 8 to 16 ins 15.00 75.00	2-yr., T., 6 to 8 ins 40.00 300.00
MUGHO PINE—best true dwarf	Taxus br owni—upright
2-yr., S., 2 to 3 ins 5.00 25.00	1-yr., T., 4 to 6 ins 25.00 175.00
4-yr., T., 3 to 5 ins 15.00 75.00	- 3.11 -1 0 10 0 110111111 11111
AUSTRIAN PINE	Taxus intermedia—spreading 1-yr., T., 4 to 6 ins 25.00 175.00
2-yr., S., 3 to 6 ins 4.00 20.00	2-yr., T., 6 to 8 ins 35.00 250.00
3-yr., S., 6 to 12 ins 7.00 35.00	
BLACK HILLS SPRUCE	JUNIPER—Blue Pfitzer—Chinensis hetzi
3-yr., S., 4 to 8 ins 7.00 35.00	2 2 11 2 1 2 1 2 1 1 1 1 1 1 1 1 1 1 1
4-yr., S., 8 to 12 ins 9.00 45.00	GLOBE ARBORVITAE
NORWAY SPRUCE—Fast-growing	Woodwardi-dark green 1-yr., T., 4 to 6 ins 30.00 250.00
2-yr., S., 5 to 10 ins 7.00 35.00	2-yr., T., 5 to 7 ins 40.00
3-yr., S., 10 to 18 ins 9.00 45.00	Hovey's—green
3-yr., T., 5 to 10 ins 15.00 75.00	1-yr., T., 4 to 6 ins 25.00 200.00
WHITE SPRUCE	2-yr., T., 6 to 8 ins 40.00 300.00
3-yr., S., 8 to 14 ins 8.00 40.00	PYRAMIDAL ARBORVITAE—Compacta
4-yr., T., 6 to 12 ins 15.00 75.00	1-yr., T., 5 to 7 ins 35.00 300.00
COLORADO BLUE SPRUCE	
3-yr., S., 6 to 12 ins 11.00 55.00 4-yr., T., 4 to 8 ins 18.00 90.00	JAPANESE HOLLY
	llex rotundifolia 1-yr., T., 4 to 6 ins 20.00 175.00
DOUGLAS FIR	
2-yr., S., 4 to 8 ins 6.00 30.00 3-yr., S., 8 to 12 ins 11.00 55.00	1-yr., T., 4 to 6 ins 20.00 175.00
	Ilex crenata hetzi
• JUNIPERUS VIRGINIANA 2-yr., S., 5 to 10 ins 7.00 35.00	Transplant liners, 6 to 10 ins
CANADIAN HEMLOCK	
2-yr., S., 3 to 6 ins 9.00 45.00 3-yr., S., 6 to 10 ins 16.00 80.00	• NORWAY MAPLE Seedlings, 12 to 18 ins 8.00 40.00
CONCOLOR FIR	WHITE-FLOWERING DOGWOOD
3-yr., S., 6 to 10 ins 8.00 40.00	Seedlings, 6 to 12 ins 7.00 35.00

All our 3-yr. and 4-yr. seedlings are root pruned before previous growing season to make semitransplants.



Many Other Evergreen Items — Rhododendron and Azaleas.
— All stock carefully graded and packed. —

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COMING EVENTS

MEETING CALENDAR

October 13 to 15-Florida Nurserymen and Growers' Association, annual trade meet, Pennsylvania hotel, West Palm Beach, Fla.

October 20 to 22-Texas Rose Festival, Tyler, Tex.

October 23 and 24—Montana-Wyoming Nursery and Turf Association, annual meeting, Hotel Baxter, Bozeman, Mont.

October 25 to 27—Plant Propagators Society, Western chapter, annual meet-ing, Asilomar conference grounds, Pacific Grove, Calif.

October 25 to 28-American Horticultural Society, 16th horticultural con-gress, Hotel Northampton and Wiggins Tavern, Northampton, Mass.

November 9 and 10-Holly Society of America, fall meeting, Williamsburg, December 4 and 5-Minnesota State

Nurserymen's Association, annual convention, Curtis hotel, Minneapolis, Minn. December 6 to 9—Plant Propagators Society, annual meeting, Manger Annapolis hotel, Washington 5, D. C.

December 11 and 12-Nebraska Association of Nurserymen, annual convention, Cornhusker hotel, Lincoln, Neb.

December 27—Connecticut Nurserymen's Association, annual meeting, Wav-

Ferly Inn, Cheshire, Conn.

January 8 and 9—New York State
Arborist Association, annual convention,
Statler hotel, on Cornell University campus, Ithaca, N. Y.

January 8 to 10-Indiana Association of Nurserymen, winter meeting, Purdue Memorial Center, Purdue University, Lafayette, Ind.

January 8 to 10-Western Association of Nurserymen, annual convention, Hotel Continental, Kansas City, Mo.

January 8 to 11 — Eastern Regional Nurserymen's Association and New York State Nurserymen's Association, joint convention and trade exposition, Concord hotel, Kiamesha Lake, N. Y

January 10 to 12—Indiana Arborists' Association, Purdue Memorial Center, Purdue University, Lafayette, Ind.

January 11 to 13-Iowa Nurserymen's Association, winter meeting, Savery hotel, Des Moines, Ia.

January 15—National Mail Order Nurserymen's Association, winter meet-ing, Hotel La Salle, Chicago, Ill.

January 15 to 17-Illinois State Nursrymen's Association, annual convention, Hotel La Salle, Chicago, Ill.

January 16 and 17—Maryland Nursymen's Association, winter meeting, ervmen's Sheraton Inn, Baltimore, Md.

January 18-Kansas Arborists Association, annual meeting, Wareham hotel, Manhattan, Kan.

January 18 and 19 - Kansas State Shade Tree Conference, annual meeting, Kansas State University, Manhattan, Kan.

January 21 to 23-Virginia Nurserymen's Association, annual convention, Hotel John Marshall, Richmond, Va.

January 22 to 24-Ontario Nurserymen's Association, annual convention, [Continued on page 24] ΓS

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more extra service! Extras that mean less work and more profit for you—such as pre-labeling, pre-trimming to specifications, free color cards, free color plates, banners, electros, dot proofs, and ad mats to "perk up" your advertising and build greater sales.



Sparked by a great cooperative AARS advertising campaign and an expanded program of Peterson & Dering national advertising, P&D roses will have the greatest send-off ever! Starting this July, continuing this Fall and into next Spring, every garden editor and millions of garden readers will be exposed to the greatest barrage of rose promotion ever launched! This can lead to only one result—the greatest profit opportunity in roses you have ever known!

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ROSE GROWERS
SCAPPOOSE, OREGON

Oregon's Best Source of Good Roses..."Finest Anywhere"

00

Abelia gr 2 to 3 to 4 to 4

18 to 2

Boxwood
10 to 1:
12 to 1:
15 to 1
18 to 2
24 to 3

Boxwood
12 to 1:
15 to 1
Elacagn
2 to 3
3 to 4

3 to 4
Euonym
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18 to 24 to 3
30 to 3
Ilex cas
3 to 4
5 to 6

| Rex corp | Principle | Princ

Cartwright Nursery Co.

We are having a wonderful growing season, and we have available for the 1961 season the largest stock of top-quality evergreens that we have ever offered. We would be very happy to have you visit us at the nursery and see our stock graing in the fields. We are, at this time, using 2400 acres of good west Tennessee land to produce for you the very best in every greens, and we think it would be worth your time to visit us if you are interested in the best stock available at very

AMERICAN		RVITAE VARIETIES		JUNIPERS —
Eac	h Each	cidentalis) Each I	Each	UPRIGHT VARIETIES
Dark Green American Arborvitae	10 Per 100	Per 10 Per Globe compacta Arborvitae, Parsons	er 100	All many times sheared, specimen-que
18 to 24 ins	25 \$1.00 75 1.50	12 to 15 ins	\$1.00 1.25	evergreens.
24 to 30 ins. 1 30 to 36 ins. 2 3 to 4 ft. 3	.25 2.00 .00 2.50	Siberian Arborvitae (Thuja wareana)	1.00	Per 10 Pe
Compacta erecta Globe Arborvitae	.00 2.30	12 to 15 ins 1.25	1.00	18 to 24 ins
12 to 15 ins	.25 1.00 .50 1.25	15 to 18 ins. 1.50 18 to 24 ins. 1.75	1.25	2 to 3 ft 2.50
18 to 24 ins 1	.75 1.50	24 to 30 ins. 2.25 30 to 36 ins. 3.00	2.00 2.75	Excelsa stricta Juniper 12 to 15 ins 1.25
24 to 30 ins	.00 2.75	Pyramidal American Arborvitae 18 to 24 ins	1.25	15 to 18 ins
Globe American Arborvitae 12 to 15 ins	.35 1.10	24 to 30 ins	1.50 2.25	24 to 30 ins. 2.25 30 to 36 ins. 3.00
15 to 18 ins	70 1.40	30 to 36 ins. 2.50 3 to 4 ft. 3.00 4 to 5 ft. 4.00	2.75	3 to 4 ft. 3.75 4 to 5 ft. 4.50
24 to 30 ins	.75 2.50	5 to 6 ft 4.50	4.00	
30 to 36 ins 3	25 3.00	6 to 8 ft	5.00	Fastigiata Juniper 24 to 30 ins 1.20
ORIENTAL		RVITAE VARIETIES		30 to 36 ins. 1.50 3 to 4 ft. 1.75
East		prientalis) Each	Each	4 to 5 ft 2.00
Saker Arborvitae Per 24 to 30 ins	10 Per 100	Excelsa Arborvitae Per 10 P	er 100	5 to 6 ft
30 to 36 ins	.75 1.50	24 to 30 ins. \$1.50 30 to 36 ins. 2.00	\$1.25 1.50	Hetzi glauca Juniper (Staked)
3 to 4 ft	.25 2.00 .00 2.75	30 to 36 ins. 2.00 3 to 4 ft. 2.50 4 to 5 ft. 3.00	2.00	2 to 3 ft. 3.00 3 to 4 ft. 4.25
Berckmans Golden Arborvitae		4 10 3 11	2.75	4 to 5 ft 5,25
15 to 18 ins	.50 1.25	Mayhew Arborvitae	1.00	Manhattan Blue Juniper
24 to 30 ins 2	.25 2.00	24 to 30 ins. 1.50 30 to 36 ins. 1.75	1.25 1.50	2 to 3 ft
30 to 36 ins		3 to 4 ft	2.00	Nova Juniper
18 to 24 ins	.35 1.10 .70 1.40		-1	2 to 3 ft
30 to 36 ins 1	.90 1.65	Newark Arborvitae 24 to 30 ins	1.25	4 to 5 ft 4.50
Bonita Arborvitae 15 to 18 ins	.60 1.35	30 to 36 ins. 1.75 3 to 4 ft. 2.25	1.50	Sabina Von Ehron Juniper (Staked)
18 to 24 ins	.85 1.60 .25 2.00	4 to 5 ft 3.00	2.00	2 to 3 ft
JUNIPERS -	- SPRE	ADING VARIETIES Each	Fach	4 to 5 H
Eac	h Each	Per 10 P		Virginiana Juniper (Red Cedar) 3.50 4 to 5 ft. 4.50 5 to 6 ft. 4.50
12 to 15 ins\$1	10 Per 100 .35 \$1.10	Pfitzer Nana Juniper, Armstrong's 12 to 15 ins	\$1.20	5 to 6 ft 4,50
15 to 18 ins	.60 1.35 .00 1.75	15 to 18 ins. 1.85 18 to 24 ins. 2.50	1.60	Virginiana Juniper (Red Cedar)
24 to 30 ins	.50 2.25	30 to 36 ins	3.00	(Standards, ball shape) 3 to 4 ft
		15 to 18 ins 2.00	1.75	Virginiana Burk Juniper
Chinensis procumbens Juniper 12 to 15 ins. 1 15 to 18 ins. 2	.50 1.25 .00 1.75	18 to 24 ins	2.25 3.00	2 to 3 ft. 2.75 3 to 4 ft. 4.00
Hetz glauca Juniper	.00 1.70	Repandens Juniper 15 to 18 ins 1.35	1.10	4 to 5 ft
12 to 15 ins	.35 1.10 .60 1.35	Sabina Juniper 12 to 15 ins 1.25	1.00	Virginiana Canaert Juniper
15 to 18 ins	.00 1.75	15 to 18 ins	1.25	2 to 3 ft
24 to 30 ins	.50 2.25	18 to 24 ins. 2.00 Sabina horizontalis Juniper	1.75	4 to 5 ft. 5.00 5 to 6 ft. 6.00
Hetz glauca Juniper		12 to 15 ins	1.25	
(Sheared Globe) 15 to 18 ins	.75 1.50	15 to 18 ins. 2.00 18 to 24 ins. 2.50 24 to 30 ins. 3.00	2.25	Virginiana Dundee Juniper 2 to 3 ft 2.75
18 to 24 inc 2	25 2.00	Sabina Von Ehron Juniper		3 to 4 ft
24 to 30 ins	.25 3.00	15 to 18 ins. 1.60 18 to 24 ins. 2.00	1.35 1.75	Virginiana glauca Juniper
Pfitzer Juniper 12 to 15 ins	.50 1.20	24 to 30 ins. 2.50 30 to 36 ins. 3.25	2.25 3.00	2 to 3 ft
15 to 18 ins 1	.75 1.50	Sabina Von Ehron Juniper (Sheared Glok 15 to 18 ins 1.75	be)	Virginiana Keteleer Juniper
18 to 24 ins	.75 2.50	18 to 74 inc 225	2.00	2 to 3 ft. 2.25 3 to 4 ft. 3.50 5 to 6 ft. 5.50
30 to 36 ins 3	.50 3.25	30 to 36 ins	2.50 3.00	5 to 6 ft
Blue Vase Juniper 15 to 18 ins	.85 1.60	24 to 30 ins. 2.75 30 to 36 ins. 3.25 36 to 42 ins. 4.00 Virginalis Juniper	3.50	Cupressifolia Juniper
18 to 24 ins	.50 2.20	18 to 24 ins. 2.00 24 to 30 ins. 2.50	1.75 2.25	2 to 3 ft. 2.75 3 to 4 ft. 4.00
Pfitzer compacta Juniper, Kallay 12 to 15 ins	.50 1.20	8,00		4.00
15 to 18 ins	.75 1.50 .25 2.00			
Pfitzer compacta Juniper, Nick's	2.00	Chicago	Ren	resentatives
12 to 15 ins	.50 1.20		_	LE NURSERY SALES
18 to 24 ins	.25 2.00	3852 S. Harlem, Lyons, II		Phone: HI 7-4610
24 to 30 ins	.75 2.50 .50 3.25	- Son Marielli, Lyons, II		riione, iii 7-4010

XUM

AN Abelia grandiflora | Section | Sect o-quality ck grow in ever at ver ES en-qualit h Each 00 \$1.75 50 2.25 25 50 75 25 00 75 50 20 50 75 00 25 50 | But of the state 00 25 25 75 00 50 00 50 3.50 4,00 00 25 25 75 3.50 4.50 75 2.50 3.50 500

BROAD-LEAVED EVERGREENS

A11	quotations	are	for	B&B	stock.

	All quotations are for B&B stock.	
h 100	Each E	ach 100
.25	12 to 15 ins	\$1.00
.75	15 to 18 ins	1.25
.50	Each E Each E	2.00
.50 .00 .50	Ilex crenata rotundifolia	2.75
.00	Ilex crenata rotundifolia 12 to 15 ins. 1.15 15 to 18 ins. 1.40 18 to 24 ins. 1.65 24 to 30 ins. 2.25 30 to 36 ins. 3.00 3 to 4 ft. 4.00	1.00
60	18 to 24 ins 1.65	1.25 1.50
.60 .75 .00	24 to 30 ins	2.00
.00	3 to 4 ft 4.00	2.75 3.50
.25	llex crenata rotundifolia (Pyramids)	1.75
00.	24 to 30 ins	2.25 3.25
.25	Ilex glabra	
00.	Nex glabra	1.50 2.00
1.00	30 to 36 ins 2.75	2.50
.25	Ilex opaca, seedlings	1.50
2.00	2 to 3 ft. 1.75 3 to 4 ft. 2.75 4 to 5 ft. 3.75 6 to 8 ft. 7.00	1.50 2.50 3.50
.25	5 to 6 ft	5.00
2.00	E to 8 ft. 7.00 Hex opaca Ardens	6.50
.25	2 to 3 ft	2.00
2.00	2 to 3 ft. 2.25 3 to 4 ft. 3.50 Res opaca Croonenburg	3.00
1.50	2 to 3 ft	2.00 3.00
2.00	3 to 4 ft. 3.25 4 to 5 ft. 4.25	4.00
1.00	2 to 3 ft. 2.25 3 to 4 ft. 3.25 4 to 5 ft. 4.25 5 to 6 ft. 5.25 Ilex opaca East Palatka	5.00
1.25	2 to 3 ft. 1.75 3 to 4 ft. 2.75 4 to 5 ft. 3.75 5 to 6 ft. 5.50 Recopact feater 2.25	1.50
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2.50	5 to 6 ft	5.00
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2.00	2 to 3 ft. 2.25 3 to 4 ft. 3.25 4 to 5 ft. 4.25	3.00 4.00
	5 to 6 ft	5.00
1.00		2.00
1.50	3 to 4 ft 3.25	3.00
	2 to 3 ft. 2.25 3 to 4 ft. 3.25 Nex opaca Hume No. 2 2 to 3 ft. 2.25 3 to 4 ft. 3.25 Nex opaca Reynolds 2 to 3 ft. 3.25 Nex opaca Reynolds 2 to 3 ft. 3.50 4 to 5 ft. 3.50 Nex opaca Taber 4 to 5 ft. 4.25 5 to 6 ft. 5.25 Nex vomitoria 18 to 24 ins. 1.40 24 to 30 ins. 1.75 30 to 36 ins. 2.25 3 to 4 ft. 3.00	2.00
3.00 5.00	3 to 4 ft	3.00
	2 to 3 ft	2.00
	4 to 5 ft	4.00
1.25	Ilex opaca Taber	4.00
1.50 2.00 2.75 3.50	4 to 5 ft	5.00
2.00 2.75	18 to 24 ins	1.25
3.50	24 to 30 ins. 1.75 30 to 36 ins. 2.25	1.50 2.00
1.25	3 to 4 ft. 3.00 4 to 5 ft. 3.75	2.75 3.50
1.50	4 10 0 11 0170	3.50
1.75 2.50 3.25	12 to 15 ins	1.50
3.25	15 to 18 ins	2.00 2.50
1.25	Ilex vomitoria Pride of Houston	1.25
1.50 2.00	New vomitoria nana 12 to 15 ins. 1.75 15 to 18 ins. 2.25 18 to 24 ins. 2.75 New vomitoria Pride of Houston 18 to 24 ins. 1.40 24 to 30 ins. 1.75 30 to 36 ins. 2.25 3 to 4 ft. 3.00	1.50
2.50	30 to 36 ins	2.00 2.75
1.00	Jasmine, floridum	
1.50 2.00	Jesmine, floridum 1.20 18 to 18 ins. 1.20 18 to 24 ins. 1.50 2 to 3 ft. 1.75	1.00 1.25 1.50
2.50	18 to 24 ins. 1.50 2 to 3 ft. 1.75	1.50
1.00 1.25 1.50	Laurel, Cherry 2 to 3 ft. 1.50 3 to 4 ft. 1.75	1,25
1.50	3 to 4 ft	1.50 2.25
2.00 2.50	5 to 6 ft 3.50	3.00
	Lieustrum lucidum (Black Wax)	1.00
1.00 1.25	18 to 24 ins. 1.20 24 to 30 ins. 1,50 30 to 36 ins. 1.75	1.25
1.50	Ligustrum lucidum Suwannee River	1.50
	Solid Solids Susceptible Susceptible	1.00
1.75 2.00	24 to 30 ins. 1.40	1 50
1.00	30 to 36 ins	1.75
1.25		
1.50 2.25	3 to 4 ft	2.50
1.25	2 to 3 ft. 1.75 3 to 4 ft. 2.75 4 to 5 ft. 3.75 5 to 6 ft. 5.50	1.50 2.50 3.50 5.00
1.50	6 to 8 ft	7.50

	Each Each
Nandina domestica	Per 10 Per 100
15 to 18 ins	.\$0.90 \$0.75
18 to 24 ins	. 1.20 1.00
24 to 30 ins	. 1,50 1.25
30 to 36 ins	
3 to 4 ft	. 2.25 2.00
Osmanthus fortunei	
18 to 24 ins	
24 to 30 ins	
30 to 36 ins	. 2.75 2,50
Viburnum burkwoodi	1.00 1.00
18 to 24 ins	
24 to 30 ins	
30 to 36 ins	
3 to 4 ft	
4 to 5 ft	. 3,50 3.00
Viburnum chengulti 18 to 24 ins.	. 1.50 1.25
24 to 30 ins	. 1./5 1.50
18 to 24 ins	. 1.50 1.25
24 to 30 ins	
30 to 36 ins	
Viburnum rhytidophyllum	6.00 2,20
18 to 24 ins	. 1.50 1.25
24 to 30 ins	
30 to 36 ins	

MISCELLANEOUS CONIFERS

Ced	lessa		~1	la	-																					Each Per 100
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4																									4.00	
																										4.75
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Ced																									0.00	
	to																								2.00	1.75
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2	to	3	fi					Ī																	2.00	1.75
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12	to	1	15	ir	IS																				2.25	2.00
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15																									3.50	3.00

FLOWERING TREES, B & B

We have available on our premises cold storage facilities for Magnolia and other items.

Inquire about this,

	a soular	ngiana		Each Per 10	
3 to 4	ft			3.00	2.75
				0170	0.00
	ogwood				
4 to 5	ft			2,50	2.25
					3.00
6 to 8	ft.			5.00	4.50
Pink Do					
				0.00	1.00
				4.25	3,75
(Lia	ht Pink)	Katherin Shrub F			
4 to 5	ft			. 2.25	2.00
Flowerin	ng Cyah	eleyi (R	(be		2100
				2 25	2.00
1 /2 10	Z ins.	***		3.75	3.25
Liowern	ng Crab	Hopa (D	eep Pii	nk)	
11/4 to	11/2 ins.			2.75	2.50
11/- 40	7 inc			2 75	2 25

CARTWRIGHT NURSERY CO. Collierville, Tenn. Phone: UL. 3-2352
Highway 72-57, 10 miles east of Memphis

500

10

2.50 3,50

OCT

	SEEDI	LINGS	
Abies concolor, 100	1000	Pseudotsuga taxifolia glauca, 100	1000
6 to 8 ins., 3-yr\$10.00	\$ 75.00	8 to 10 ins., 3-yr\$ 8.50	\$ 75.00
bies concolor,		Pseudotsuga taxifolia glauca,	
4 to 6 ins., 4-yr., T 15.00	120.00	6 to 10 ins., 4-yr., T 15.00	125.00
bies concolor,		Quercus palustris,	
6 to 10 ins., 4-yr., T 20.00	175.00	6 to 10 ins., 1-yr 6.50	50.00
cer palmatum,		Quercus palustris,	
4 to 8 ins., 1-yr 6.50	50.00	18 to 24 ins., 2-yr 12.00	100.00
cer pensylvanicum,		Quercus robur, understock,	
12 to 18 ins., 2-yr 10.00	75.00	2½-in, pots 20.00	****
cer platanoides,		Sophora Japonica,	
12 to 18 ins., 2-yr 15.00	100.00	4 to 8 ins., 1-yr 7.50	50.00
cer rubrum,		Sorbus aucuparia,	
10 to 18 ins., 2-yr7.00	60.00	8 to 12 ins., 1-yr 7.50	50.00
cer rubrum,	****	Syringa vulgaris, 4 to 8 ins 6.50	50.00
18 to 24 ins., 2-yr 12.00	100.00	Taxus capitata,	00.00
stanea mollissima,	050.00	3 to 6 ins., 2-yr 10.00	80.00
12 to 18 ins., 1-yr 35.00	250.00	Taxus capitata,	325 00
rnus florida,	== ==	6 to 8 ins., 3-yr 15.00	125.00
8 to 12 ins., 1-yr 6.00	50.00	Thuja occidentalis,	CO 00
rataegus phaenopyrum,	00 20	8 to 10 ins., 3-yr 7.50	60.00
18 to 24 ins., 3-yr 12.00	85.00	Thuja orientalis,	50.00
inkgo biloba,	320.00	8 to 12 ins., 2-yr 6.00 Tsuga canadensis,	30.00
6 to 8 ins., 1-yr 15.00	120.00	6 to 10 ins., T 20.00	175.00
ex opaca,	325.00	Tsuga caroliniana,	173.00
10 to 15 ins., 2-yr 15.00	125.00	6 to 10 ins., 4-yr., T 35.00	300.00
Coelreuteria paniculata,	85.00	Ulmus americana,	200.00
6 to 10 ins., 1-yr 10.00 aburnum anagyroides,	65.00	6 to 10 ins., 1-yr 3.50	25.00
4 to 8 ins., 1-yr 8.50	70.00		
agnolia virginiana,	70.00	HEAVY TRANSPLAN	
12 to 18 ins., 2-yr 15.00	120.00	100	1000
lyrica pensylanica,	120.00	Azalea calendulacea, 2-yr \$3.00	\$25.00
4 to 8 ins., 1-yr 6.00	50.00	Azalea mollis, 2-yr 3.00	25.00
hellodendron amurense,	00.00	Azalea mucronulata, 2-yr 3.00	25.00
8 to 12 ins., 1-yr 7.50	50.00	Azalea schlippenbachi, 2-yr 3.00	25.00
hellodendron amurense,	50.00	Chamaecyparis filifera aurea,	
18 to 24 ins., 2-yr 10.00	75.00	8 to 12 ins., 3-yr 3.00	25.00
hotinia villosa,	,0,00	Chamaecyparis plumosa sulphurea,	
18 to 24 ins., 2-yr 15.00	100.00	10 to 12 ins., 3-yr 3.00	25.00
icea abies, 6 to 8 ins., 2-yr 6.00	50.00	Enkianthus campanulatus, 2-yr. 3.00	25.00
icea abies, 8 to 12 ins., 3-yr. 7.50	65.00	Juniperus depressa plumosa,	20.00
icea abies.		2-yr	20.00
10 to 15 ins., 4-yr., T 15.00	100.00	Juniperus pfitzeriana compacta, 8 to 12 ins., 3-vr 3.50	25.00
icea abies, understock 10.00	85.00		
Picea engelmanni,		Leucothoe catesbaei, 2-yr 3.00 Pieris japonica, 2-yr 3.00	25.00 25.00
3 to 6 ins., 2-yr 6.00	50.00		25.00
Picea engelmanni,		Rhododendron smirnowi, 2-yr 3.00 Taxus Anthony Wayne	25.00
6 to 10 ins., 3-yr 10.00	75.00	(Plant Patent 1617),	
Picea glauca, 3 to 6 ins., 2-yr 5.00		15 to 18 ins., 3-yr 8.50	75.00
Picea glauca, 8 to 12 ins., 3-yr. 10.00	75.00	Taxus cuspidata densiformis.	75.00
Picea omorika, 4 to 8 ins., 2-yr. 10.00	75.00	2-yr., ctbk 3.00	25.00
Picea pungens glauca,		Taxus cuspidata densiformis,	20.00
6 to 8 ins., 2-yr 5.00	40.00	8 to 12 ins., 3-yr., ctbk 4.00	35.00
icea pungens glauca,		Taxus cuspidata F. & F. compacta,	30.00
8 to 12 ins., 3-yr 7.50	65.00	8 to 10 ins., 3-yr., ctbk 4.00	35.00
icea pungens glauca,		Tayus cucnidata nana	20.00
8 to 12 ins., 4-yr., T 25.00	200.00	4 to 8 ins, 2-yr 3.50	30.00
inus contorta latifolia,		Taxus media browni, 3-yr., etbk. 4.00	35.00
4 to 8 ins., 2-yr 6.00	50.00	Taxus media cliftoni,	20.00
inus densiflora,		6 to 10 ins., 3-yr., ctbk 4.00	35.00
4 to 8 ins., 2-yr 6.00	50.00	Taxus media hatfieldi,	
inus mugo (True Dwarf	00.00	8 to 12 ins., 2-yr 3.00	25.00
Tyrolean), 3 to 4 ins., 2-yr. 5.00	40.00	Taxus media henryi,	-0.00
Pinus mugo (True Dwarf	40.00	2-yr., etbk, 3.00	25.00
Tyrolean), 3 to 6 ins., 3-yr. 7.50	60.00	Taxus media henryi,	
Pinus mugo pumilio,	00.00	8 to 12 ins., 3-yr., etbk 4.00	35.00
3 to 4 ins., 2-yr 5.00	40.00	Taxus media hicksi,	
Pinus mugo pumilio.	40.00	8 to 12 ins., 3-yr., etbk 4.00	35.00
mas mays pamino,		Tayue madia Varmaulan	

HESS' QUALITY SEEDLINGS AND TRANSPLANTS

TWICE-TRANSPLANTED - TRIMMED 10 100

Pinus sylvestris regensis (Riga), 6 to 8 ins., 2-yr	5.00	40.00	Taxus cuspidata densiformis \$8.50 \$75.00
Pinus thunbergi,			compacta 8.50 75.00
4 to 8 ins., 2-yr	6.50	50.00	Taxus media Halloran 8.50 75.00
Pinus thunbergi,			Taxus media henryi 8.50 75.00
12 to 18 ins., 3-yr	8.50	75.00	Taxus media Moon's columnaris 8.50 75.00
See the Sept. 15 Issue for L	isting	of Pott	ed Liners. Complete List on Request.

HESS' NURSERIES

3 to 6 ins., 3-yr. 7.50 60.00 Pinus nigra.
4 to 8 ins., 2-yr. 5.00 40.00

4 to 8 ins., 2-yr.

Pinus strobus.
8 to 12 ins., 3-yr. 10.00 75.00

Pinus sylvestris (non-yellowing strain), 4 to 8 ins., 2-yr. 6.00 50.00

Pinus sylvestris, 12 to 18 ins., 4-yr., T. 20.00 125.00

12 to 18 ins., 4-yr., T. 20.00 125.00 Pinus sylvestris regensis (Riga), 6 to 8 ins., 2-yr. 5.00 40.00 Pinus thunbergi, 4 to 8 ins., 2-yr. 6.50 50.00 Pinus thunbergi,

P. O. Box 128

Wayne, N. J.

EVERGREENS SHADE TREES SHRUBS, VINES **HEDGE PLANTS, etc.**

In good assortment.

Jackson & Perkins Co. NEW YORK STATE

HAVE YOU TRIED PERENNIALS?, by C. H. Potter. Propagation, soil, field care, marketing and other important data. 160 p., illus. (1959). \$3.00. 343 S. Dearborn St. Chicago 4, Ill. American Nurseryman

Sheraton-Connaught hotel, Hamilton, Ont., Canada.

January 22 to 24—Kentucky State Nurserymen's Association, annual convention, Phoenix hotel, Lexington, Ky.

January 22 to 25-Annual Ohio State University short course for arborists; landscape gardeners and garden center landscape gardeners and garden center operators, and nurserymen and the annual meeting of the Ohio Nurserymen's Association, Neil House, Columbus, O. January 23 and 24—Pennsylvania Nurserymen's Association, winter meeting, Penn-Sheraton hotel, Pittsburgh, Pa. January 23 to 25—Michigan Association, Victoria and State Columbus, Page 1988, Newsympton (1988).

tion of Nurserymen, annual convention, Statler-Hilton hotel, Detroit, Mich.
January 24 and 25—Oregon Association of Nurserymen, winter convention,
Marian Motor hotel, Salem, Ore.
January 29 to 31—Washington State

Nurserymen's Association, winter convention, Benjamin Franklin hotel, Seattle, Wash.

February 7 to 9-International Shade Tree Conference, Midwest chapter, annual convention, Hotel Fort Des Moines,

Des Moines, Ia. February 22 and 23—International February 22 and 23—International Shade Tree Conference, Canadian chapter, annual convention, Hotel St. Catherines, St. Catherines, Ont., Canada. February 26 to 28—International Shade Tree Conference, Southern chapter, annual convention, Hotel Admiral

Semmes, Mobile, Ala.

TEXAS ROSE FESTIVAL

The schedule for the many gala events which make up the Texas Rose Festival has been announced as follows for the 24th annual festival to be held at Tyler, Tex., October 20 to 22:

OCTOBER 20

10 a. m .- Rose show opening, Garden Center building in Rose park.

11 a. m .- Rose field tours begin. 11 a. m.—Art show opens in the Fair Park building.

12 m.—Distinguished guests' luncheon. 3 p. m.-Queen's tea, in the Municipal Rose Garden, Rose park.

7:30 p. m.—Rose Queen's coronation, in the Municipal Auditorium.

10:30 p. m.—Order of the Rose, Queen's coronation ball.

OCTOBER 21

10 a. m.-Rose parade.

12 m.—Rose show continues.
12 m.—Rose field tours continue.

p. m.-Gala fiesta night, in Rose Stadium.

10 p. m.—Queen's ball, in American Legion building, open to the public. OCTOBER 22

a. m.-Rose show continues. 9:30 a. m.—Rose field tours continue.

11 a. m.—Special church services.

5 p. m.—Rose vesper services, Wise
Auditorium, Tyler junior college campus.

MONTANA-WYOMING DATES

Dates for the Montana-Wyoming Nursery and Turf Association annual meeting have been set for October 23 and 24, according to a recent announcement by James S. Caras, secretary-treasurer. Sessions devoted to nursery problems October 23 and

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Here's why you get Better Trees and Nursery Stock

POR more than three quarters of a century Cole Nursery Company has concentrated its efforts on developing and producing only the better varieties and highest-quality trees, shrubs, evergreens, hedge plants, vines and ground covers. The extensive experience gained since 1881 is now applied at our 1200-acre properties at Painesville and Circleville, Ohio. These large-scale operations are among the most modern nurseries in the industry.

from COLE

Ideal soil and climate conditions, careful preparation and proper irrigation contribute to the quality of Cole plants. Highly mechanized systems of planting, cultivating and root pruning produce strong, healthy plants, with more compact root systems, at lower cost. Mechanical digging methods and careful packing assure delivery of Cole nursery stock in good condition with uninjured roots.

Literally millions of trees and plants, in more than 360 varieties, give you a dependable source of material to meet your needs in large quantity and wide variety. Write for our new catalog.



Spectacular SUNBURST
*(Plant Patent No. 1313)

The sensational, new two-color tree with brilliant yellow foliage on branch tips. It appears to burst with bloom all summer long.

Stock these patented New Cole Originals for sure profits



Cole's New IMPERIAL (Plant Patent No. 1605)

The graceful, spreading, new Honeylocust that growsstrong and straight without staking. A favorite of landscape men and tree experts.



Cole's new SKYLINE (Plant Patent No. 1619)

Distinctive, stately variety with strong trunk and shapely crown. *Needs no staking*. Dark green foliage has heavy, leathery texture.



Cole's New MAJESTIC

A clean, graceful, symmetricallybranched tree. Produces a straight, sturdy trunk and compact crown without staking or special trimming.



Cole's New TALLHEDGE

A thornless, glossy Columnar Buckthorn that grows to 12 feet. Ideal for tall, narrow, dense hedges or screens. Bears colorful berries.

LARGE QUANTITIES
360 VARIETIES
WRITE FOR CATALOG



OHIO'S LARGEST WHOLESALE NURSERY ESTABLISHED 1881

PIKES PEAK NURSERY STOCK



Quality Seedlings and Transplants for Your Big Fall **Planting Plans**



SCOTCH PINE (Pinus sylvestris)	Per 100	Per 1000
(2-0), 2-yr, 8., 4 to 6 ins (3-0), 3-yr., 8., 5 to 12 ins (3-0), (German), 3-yr., 8., 10	3.75	\$ 15.00 25.00
to 18 ins	3.75	25.00

WHITE PINE		
(Pinus strobus)		
(2-0), 2-yr., 8., 3 to 5 ins	3.00	20.00
(3-0), 3-yr., S., 5 to 10 ins	4.50	30.00
(4-0), 4-yr., 8., 8 to 16 ins	6.00	40.00
(2-2) 4-vr T 6 to 12 ins	8.25	55.0

COLORADO BLUE SPRUCE

(Pic	ea pun	gen	1)				
(2-0).	2-yr	8	4	to	6 ins	3.75	25.00
					10 ins	6.00	40.00
					14 ins	7.50	50.00
(2-2).	4-yr	T.,	5	to	10 ins	12.00	80.00
					14 ins		125.00

NORWAY SPRUCE Per 1000 (2-0), 2-yr., S., 4 to 8 ins...\$ 3.00 \$ 20.00 (3-0), 3-yr., S., 6 to 12 ins... 4.50 30.00 (4-0), 4-yr., S., 10 to 15 ins.. 6.00 (2-2), 4-yr., T., 8 to 15 ins... 9.00 60.00

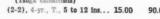
DOUGLAS FIR

(Pseudotsuga	taxifolia)		
	4 to 7 ins 5 to 10 ins	3.75 5.00	25.00 35.00
(4-0), 4-yr., S.	8 to 14 ins	6.50	40.00
(2-2), 4-yr., T.	, 5 to 10 ins	9.75	65.0

BALSAM FIR

(Ables bals	amea)	
	S., 5 to 10 ins T., 5 to 10 ins	50.00

CANADIAN HEMLOCK (Tsuga canadensis)



We also have a large selection of Ornamentals, Shrubs, Shade Trees, Flowering Trees and Nut Trees. Special Discount to-landscapers, licensed dealers and nurserymen. Write for Fall Price List or Call: HOpkins 5-5696







EVERCREENS . SHRUBS . NUT TREES . FRUIT TREES ORNAMENTAL AND DECIDUOUS TREES .

Quality Nursery Stock For More Than 35 Years-

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ATTENTION

100,000, more or less, Taxus in varieties -6 to 7 yrs., 3 times transplanted, well trimmed, A-1 quality stock. Plus 10,000 Juniperus pfitzeriana - 12 to 18 ins. and larger, well sheared, several times transplanted. Also, about 200,000 Cornus florida—strong 2-yr, seedlings. Must be moved by May 1, 1962, since land is to be vacated for development.

List on request. Come and see us.

We also have very large quantities of liners to offer in sizes from rooted cuttings and grafts up to 3 and 4-yr.

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ROSES

Central Pennsylvania Grown 2-yr.-old, field-grown plants. Hybrid Teas—Floribundas—Climbers

EVERGREENS

Landscape Material Twice transplanted, regularly sheared, Young, salable evergreens for cash-and-carry trade of garden shops, roadside markets and nurseries.

Write for wholesale price list.

SHADE'S NURSERY 624 Colonial Club Dr.

Harrisburg, Pa.

Phone: Harrisburg, KI 5-5417 5 miles east of Harrisburg on U. S. Rt. 22, turn north at Inn 22; nursery 1 mile north of U. S. Rt. 22. turf problems October 24 will be held at the Hotel Baxter, Bozeman.

MINNESOTA SITE NAMED

The Curtis hotel, Minneapolis. Minn., will be headquarters for members of the Minnesota State Nurserymen's Association at their annual convention, according to Charles J. Hawkins, vice-president of the M. S. N. A. December 4 and 5 are the dates scheduled for the

PROPAGATORS' MEETING

Kenneth W. Reisch, secretary of the Plant Propagators Society, has announced the dates for that group's annual meeting as December 6 to 9. Convention headquarters is the Manger Annapolis hotel, Washington, D. C.

PLAN NEBRASKA MEET

The Nebraska Association of Nurserymen has scheduled its annual convention for December 11 and 12, according to James B. Elliott, secretary of the association. Headquarters for the sessions will be the Cornhusker hotel, Lincoln, Neb.

SET CONNECTICUT DATE

The annual meeting of the Connecticut Nurserymen's Association will be held December 27, it was recently announced by Charles Barr, C. N. A. executive secretary. Waverly Inn, at Cheshire, Conn., is the site for the meeting.

NAME WESTERN SITE

The Hotel Continental, Kansas City, Mo., has been chosen as headquarters for the annual meeting of the Western Association of Nurserymen, according to Howard F. Doman, secretary-treasurer of the W. A. N. January 8 to 10, 1962, are the dates of the event.

INDIANA NURSERYMEN

The winter meeting of the Indiana Association of Nurserymen will be held January 8 to 10, according to D. L. Schuder, executive secretary. The Purdue Memorial Center on the Purdue University campus, Lafayette, Ind., will be the scene of the event.

INDIANA ARBORISTS

The Purdue Memorial Center on the campus of Purdue University, Lafayette, Ind., will be the location [Continued on page 30]

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Another FIRST from FLOC-FLO the Leader!

NEW!

ECONOMICAL!

COTTON SELF-STICK FLOC

• Use Plain Water ONLY . . . No Adhesives! No Undercoating Required!

THE IDEAL FLOCK FOR THOSE WHO WANT GOOD QUALITY AT A LOW, ECONOMY PRICE!

Floc-Flo research has paid off again . . . for YOU! Now, for the very first time, due to our new, modern method of treating cotton flock fibers in our own plant, we can bring you COTTON SELF-STICK FLOC at astounding low prices! And this flock is ALL COTTON, does not contain paper or cellulose. (Please do not confuse with cheap paper flock and its poor covering qualities.)
COTTON SELF-STICK FLOC is guaranteed

to stick and stay on (without flaking) to any tree, wreath or table decoration, and almost any material, USING PLAIN WATER ONLY, no adhesives of any kind.

This simple, easy, one-step operation saves you time on labor, eliminates the cost of adhesives and undercoating! Its low price and good covering qualities (a little goes a long way) all add up to worth-while profits! For economy, it's in a class by itself!

• NO TOXIC FUMES • NO MIXING PROBLEMS • NO DISCOLORATION!
• NO ADHESIVES! • EVERY POUND FIRE RETARDANT!

BUY "COTTON SELF-STICK FLOC" ON A SATISFACTION GUARANTEED BASIS!

QUANTITY W	DAZZLING HITER-THAN-WHITE	PINK or ICE BLUE (no mixing required)
2500 lbs. or more	LB. 27c	LB. 32c
1225 to 2475 lbs.	LB. 30c	LB. 35c
# 725 to 1200 lbs.	LB. 35c	LB. 40c
275 to 700 lbs.	LB. 40c	LB. 45c
25 to 250 lbs.	LB. 45c	LB. 50c
(FREE DEMONSTRATION	S DAILY AT OUR CH	IICAGO PLANT)

FOR THOSE WHO WANT THE VERY BEST:

Plush Rayon Blend

"MIRACLE SELF-STICK FLOC"

in white, pink, blue and 11 vivid colors.

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These prices are strictly based on wholesale quantities, 25 or more plants of a variety in one grade. If you order only 10 to 24 plants of a variety in one grade, add 10c per plant. If you order less than 10 plants of a variety in one grade, add 25c per plant.

per plant. If you order less than 1 of a variety in one grade, add 25c p We extend to you a cordial invitation	0 plants er plant. 1 to visit
our nursery.	Each
Biota aurea nana (Berckmans) 23 12 to 15 ins., B&B 15 to 18 ins., B&B 18 to 24 Ins., B&B 24 to 30 ins., B&B 3 to 45 ins., B&B 3 to 4 ft., B&B Rick aurea pyramidal's connects	.80.90
15 to 18 ins., B&B	1.00
24 to 30 ins., B&B	1.50
30 to 36 ins., B&B	2.00
Biota aurea pyramidal's compacta	1.00
24 to 30 ins., B&B	1.25
3 to 4 ft., B&B	1.50
Biota bakeri Biota sibyli	
18 to 24 ins., B&B 24 to 30 ins., B&B 30 to 36 ins., B&B 3 to 4 ft., B&B 4 to 5 ft., B&B 5 to 6 ft., B&B	. 1.00
30 to 36 ins., B&B	1.25
3 to 4 ft., B&B	. 1.50 2.00
5 to 6 ft., B&B	2.25
Biota Blue Cone	1.00
Biota Blue Cone 18 to 24 ins., B&B 24 to 30 ins., B&B 30 to 36 ins., B&B 3 to 4 ft. B&B	1.25
24 to 36 ins., B&B	1.50
Biota Bonita	90
Biota Bonita 12 to 15 ins., B&B 15 to 18 ins., B&B 18 to 24 ins., B&B 24 to 30 ins., B&B Biota Bonita, unright	1.00
18 to 24 ins., B&B	1.25
Biota Bonita, upright	. 1.00
18 to 24 ins., B&B 24 to 30 ins., B&B 30 to 36 ins., B&B 3 to 4 ft., B&B	90
30 to 36 ins., B&B	1.35
3 to 4 ft., B&B Biota excelsa	. 1.60
24 to 30 ins., B&B	. 1.00
Biota excelsa compacta	1.25
(Classical atomics)	
12 to 15 ins., B&B	75
18 to 24 ins., B&B	. 1.00 . 1.25
(Goodwin Strain) 12 to 15 ins. B&B 15 to 18 ins. B&B 18 to 24 ins. B&B 24 to 36 ins. B&B 30 to 36 ins. B&B	1.50
15 to 18 ins. B&B 18 to 24 ins. B&B 24 to 36 ins. B&B 30 to 36 ins. B&B	1.00
18 to 24 ins., B&B	1.00
24 to 30 ins., B&B	1.50
30 to 39 ins., B&B 18 to 24 ins., B&B 24 to 30 ins., B&B 30 to 36 ins., B&B 3 to 4 ft., B&B 4 to 5 ft., B&B 5 to 6 ft., B&B (ypress, Blue Lawson 15 to 18 ins. B&B	
18 to 24 ins., B&B 24 to 30 ins. B&B	1.25
30 to 36 ins., B&B	. 1.75 2.25
4 to 5 ft., B&B	3.25
5 to 6 ft., B&B	4.25
5 to 6 ft., B&B Cypress, Blue Lawson 15 to 18 ins., B&B 18 to 24 ins., B&B 24 to 30 ins., B&B 30 to 36 ins., B&B Juniper, Andorra 12 to 15 ins., B&B	. 1.00
18 to 24 ins., B&B	1.25
30 to 36 ins., B&B	2.00
30 to 36 ins., B&B Juniper, Andorra 12 to 15 ins., B&B 15 to 18 ins., B&B 18 to 24 ins., B&B 24 to 30 ins., B&B 3 to 36 ins., B&B 3 to 4 ft., B&B	90
15 to 18 ins., B&B	. 1.15
24 to 30 ins., B&B	1.40
30 to 36 ins., B&B	2.25
Juniper, Andorra compacta	. 4.10
3 to 4 ft. B&B Juniper, Andorra compacta 12 to 15 ins., B&B 15 to 18 ins., B&B 18 to 24 ins., B&B 24 to 30 ins., B&B Juniper, Blue Vase (Texas Star Juni 12 to 15 ins., B&B 15 to 18 ins., B&B 18 to 24 ins., B&B Juniper, chinensis viridiiolia	1.25
18 to 24 ins., B&B	1.75
Juniper, Blue Vase (Texas Star Juni	. 2.25 per)
12 to 15 ins., B&B	1.00
18 to 24 ins., B&B	1.50
Juniper, chinensis viridifolia 15 to 18 ins., B&B 18 to 24 ins., B&B	1.25
18 to 24 ins., B&B	1.50
18 to 18 ins., B&B 18 to 24 ins., B&B Juniper, conferta (Shore Juniper) 12 to 15 ins., B&B 15 to 18 ins., B&B Juniper, excelsa stricta	. 1.00
15 to 18 ins., B&B	. 1.25
12 to 15 ing R&R	85
10 to 18 ms., b&b	. 1.00
	1.25
30 to 36 ins., B&B	. 2.25
Jumper, giauca netzi	
12 to 15 ins., B&B	. 1.00
10 to 04 in- DCD	. 1.25
24 to 30 ins., B&B	. 1.75 2.25
Juniper, hibernica fastigiata	
24 to 30 ins., B&B	. 1.00
3 to 4 ft., B&B	. 1.25

	FINISHED STOCK
hese prices are strictly based on wholesale	Juniper, Pfitzer Each
nantities, 25 or more plants of a variety one grade. If you order only 10 to 24	Juniper, Pfitzer compacta 25 or more 12 to 15 ins., B&B\$1.00
ants of a variety in one grade, add 10c er plant. If you order less than 10 plants	15 to 18 ins., B&B
a variety in one grade, add 25c per plant. e extend to you a cordial invitation to visit	24 to 30 ins., B&B 2.00
r nursery.	Juniper, Pfitzer Blue
iota aurea nana (Berckmans) Each 25 or more	Juniper, Pfitzer compacta 25 or more
12 to 15 ins. B&B \$80.90 15 to 18 ins. B&B \$1.00 15 to 18 ins. B&B \$1.25 24 to 30 ins. B&B \$1.50 30 to 36 ins. B&B \$1.75 3 to 4 ft. B&B \$2.00	12 to 15 ins., B&B 1.25
18 to 24 ins., B&B	18 to 24 ins., B&B
24 to 30 ins., B&B	30 to 36 ins., B&B
3 to 4 ft., B&B 2.00	Juniper, Pfitzer Blue-Gray
iota aurea pyramidal's compacta 24 to 30 ins., B&B	15 to 18 ins., B&B
30 to 36 ins., B&B 1.25 3 to 4 ft., B&B 1.50	24 to 30 ins., B&B 1.75
iota bakeri	12 to 15 ins., B&B 1.00
iota sibyli	15 to 18 ins., B&B
18 to 24 ins., B&B	24 to 30 ins., B&B 2.25
24 to 30 ins. B&B 1.00 30 to 36 ins. B&B 1.25 30 to 36 ins. B&B 1.25 4 to 5 ft. B&B 2.00 5 to 6 ft. B&B 2.05	12 to 15 ins., B&B
4 to 5 ft., B&B 2.00	15 to 18 ins., B&B
	12 to 15 ins. B&B 1.25 15 to 18 ins. B&B 1.50 18 to 24 ins. B&B 1.75 Juniper, virginiana burki 24 to 30 ins. B&B 1.75 30 to 36 ins. B&B 2.00 3 to 4 ft. B&B 3.00 4 to 5 ft. B&B 3.25
18 to 24 ins. B&B 1.00 24 to 30 ins. B&B 1.25 30 to 36 ins. B&B 1.50 3 to 4 ft. B&B 1.75	24 to 30 ins., B&B
30 to 36 ins., B&B	3 to 4 ft., B&B 3.00
3 to 4 ft., B&B	Juniper, virginiana burki compacta
12 to 15 ins., B&B	(A counterpart of the well-known J.
15 to 18 ins., B&B	virginiana burki, except that this one is a beautiful spreading type, main-
12 to 15 ins., B&B90 15 to 18 ins., B&B90 18 to 24 ins., B&B90 24 to 30 ins., B&B25 24 to 30 ins., B&B150	is a beautiful spreading type, maintaining the well-known color of the upright form.)
24 to 30 liss, B&B	15 to 18 ins. B&B 1.50 18 to 24 ins. B&B 1.75 24 to 30 ins. B&B 2.00 30 to 36 ins. B&B 2.50 3 to 4 ft. B&B 3.00
24 to 30 ins., B&B 1.00	18 to 24 ins., B&B
3 to 4 ft., B&B 1.60	30 to 36 ins., B&B 2,50
iota excelsa 24 to 30 ins., B&B 1.00	Juniper, virginiana burki compacta,
30 to 36 ins., B&B 1.25	staked
iota excelsa compacta Joodwin strain)	24 to 30 ins., B&B 2.25 30 to 36 ins., B&B 2.75 Juniper, virginiana canaerti
12 to 15 ins R&R	Juniper, virginiana canaerti
18 to 24 ins., B&B 1.00	30 to 36 ins., B&B
15 to 18 ins. B&B90 18 to 24 ins. B&B100 24 to 36 ins. B&B25 30 to 36 ins. B&B150	24 to 30 ins. B&B 2.25 30 to 36 ins. B&B 2.50 3 to 4 ft. B&B 3.25 4 to 5 ft. B&B 4.00 5 to 6 ft. B&B 4.50
ioto fruitlandi	5 to 6 ft., B&B 4.50
15 to 18 ins., B&B 1.00 18 to 24 ins., B&B 1.25 24 to 30 ins., B&B 1.50	Juniper, virginiana Dundee 3.50 3 to 4 ft., B&B 3.50 4 to 5 ft., B&B 4.00
24 to 30 ins., B&B	
edrus deodara	24 to 30 ins. B&B 2.00 30 to 36 ins. B&B 2.95 3 to 4 ft. B&B 2.75 4 to 5 ft. B&B 3.25 5 to 6 ft. B&B 3.50
edrus deodaria 18 to 24 ins., B&B 1.25 24 to 30 ins., B&B 1.50 30 to 36 ins., B&B 1.75 3 to 4 ft., B&B 2.25 4 to 5 ft., B&B 3.25 5 to 6 ft., B&B 4.25 pyress, Blue Lawson 18 to 24 ins., B&B 1.25 18 to 24 ins., B&B 1.25 24 to 30 ins., B&B 1.50 and 18 to 24 ins., B&B 1.25 and 18 to 24 to 30 ins., B&B 2.00 miper, Andorra	30 to 36 ins., B&B
30 to 36 ins., B&B	4 to 5 ft., B&B 3.25
4 to 5 ft., B&B 3.25	
5 to 6 ft., B&B	18 to 24 ins. B&B 1.25 24 to 30 ins. B&B 1.50 30 to 36 ins. B&B 1.75 3 to 4 ft. B&B 2.40 4 to 5 ft. B&B 2.25 Thuja occidentalis pyramidalis 24 to 30 ins. B&B 1.50
15 to 18 ins., B&B 1.00	24 to 30 ins., B&B
24 to 30 ins., B&B	3 to 4 ft., B&B
30 to 36 ins., B&B 2.00	Thuja occidentalis pyramidalis
12 to 15 ins., B&B	24 to 30 ins., B&B
18 to 24 ins., B&B	Abelia grandiflora
24 to 30 ins., B&B	18 to 24 ins., B&B
10	Rocharia Iulianaa
niper, Andorra compacta 12 to 15 ins., B&B 1.25	12 to 15 ins. B&B 1.25 15 to 18 ins. B&B 1.50 18 to 24 ins. B&B 1.75
	18 to 24 ins., B&B 1.75 Berberis sargentiana
18 to 24 ins., B&B	15 to 18 inc D.D. 100
12 to 15 ins., B&B	18 to 24 ins, B&B 1.25 24 to 30 ins, B&B 1.50 30 to 36 ins, B&B 1.75 3 to 4 ft., B&B 2.25
12 to 15 ins., B&B	30 to 36 ins., B&B 1.75
uniper, chinensis viridifolia	
15 to 18 ins., B&B	6 to 8 ins., B&B
uniper, conterta (Snore Juniper)	
12 to 15 ins., B&B	10 to 12 ins., B&B
uniper, excelsa stricta 12 to 15 ins. B&B	15 to 18 ins., B&B
15 to 18 ins., B&B	10 to 12 ins., B&B
24 to 30 ins., B&B	Cameum sasangua Maiden's Blush
12 13 18 18 12 12 13 18 18 18 18 18 12 10 15 18 18 18 18 18 18 18	18 to 24 ins., B&B
uniper, glauca hetzi	Cleyera japonica (Ternstroemia)
12 to 15 ins., B&B	12 to 15 ins., B&B
18 to 24 ins., B&B	15 to 18 ins., B&B 1.00 18 to 24 ins., B&B 1.95 2 to 3 ft., B&B 1.50
3 1 1 1 2 2 3 4 3 3	Elacagnus fruitlandi
uniper, hibernica fastigiata 24 to 30 ins., B&B	18 to 24 ins., B&B
uniper, hibernica fastigiata 85 24 to 30 ins., B&B 85 30 to 36 ins., B&B 1.00 3 to 4 ft., B&B 1,25	2 to 3 ft., B&B
1.23	1.00 p.m., D&D

	E
Elacagnus pungens, Dwarf 15 to 18 ins., B&B 18 to 24 ins., B&B Euonymus macrophyllus Pulchellu 4 to 5 ins., B&B	Each 25 or more \$1.25
Euonymus macrophyllus Pulchellu	1.50
6 to 8 ins., B&B	00
12 to 15 ins., B&B	90
(Deduct 50% if B.R. is wanted)	1.00
Euonymus radicans erectus 12 to 15 ins., B&B	60
15 to 18 ins., B&B	75
24 to 30 ins., B&B	1.10
12 to 15 ins. B&B 15 to 18 ins. B&B 18 to 24 ins. B&B 24 to 30 ins. B&B 30 to 36 ins. B&B (Deduct 50% if B.R. is wanted) Euonymus Japonicus aureo-variegi	1.25
12 to 15 ins., B&B	1.00
Her comute condlines	
30 to 36 ins., B&B	1.50
4 to 5 ft., B&B	2.00
12 to 15 ins. B&B 15 to 18 ins. B&B 18 to 24 ins. B&B 24 to 30 ins. B&B 30 to 36 ins. B&B Hex crenata convexa bullata 8 to 10 ins. B&B 8 to 10 ins. B&B	90
15 to 18 ins., B&B	1.00
24 to 30 ins., B&B	1.50
3 to 4 ft., B&B	2.25
8 to 10 ins., B&B	,80
10 to 12 ins., B&B	1.00
10 to 12 ins., B&B 12 to 15 ins., B&B 15 to 18 ins., B&B 18 to 24 ins., B&B	1.25
nex crenata netzi	
12 to 15 ins., B&B	1.00
llex crenata rotundifolia	90
10 to 12 ins., B&B 12 to 15 ins., B&B 15 to 18 ins., B&B	,90
15 to 18 ins., B&B	1.00
24 to 30 ins., B&B	1.50
Hex glabra (Inkberry) 18 to 24 ins., B&B	1.25
Hex glabra (Inkberry) 18 to 24 ins. B&B 24 to 30 ins. B&B Hex opaca East Palatka 24 to 30 ins. B&B 30 to 36 ins. B&B 3 to 4 ft. B&B	1,50
24 to 30 ins., B&B	1.25
30 to 36 ins., B&B	2.00
3 to 4 ft., B&B 4 to 5 ft., B&B 5 to 6 ft., B&B 6 to 7 ft., B&B	2.50
6 to 7 ft., B&B	3.50
5 to 6 ft., B&B	3.00
5 to 6 ft., B&B 6 to 8 ft., B&B lex opaca Howard, seedlings	4.00
2 to 3 ft., B&B	1.50
2 to 3 ft., B&B	2.50
24 to 30 ins., B&B	1.25
24 to 30 ins. B&B 30 to 36 ins. B&B 3 to 4 ft., B&B 4 to 5 ft., B&B 5 to 6 ft. B&B	2.00
4 to 5 ft., B&B	2.50
Jasminum Horidum	
2 to 3 ft., B&B	90
(Charge Laurel)	1.25
3 to 4 ft., B&B	1.50
2 to 3 ft., B&B 3 to 4 ft., B&B 4 to 5 ft., B&B 5 to 6 ft., B&B	2.25
ingustrum ionanurum	1.25
24 to 30 ins. B&B	1.40
Ligustrum Japonicum 30 to 36 ins., B&B 4 to 5 ft., B&B	1.25
4 to 5 ft., B&B Ligustrum lucidum compactum	1.50
Ligustrum texanum	85
18 to 24 ins., B&B	1.00
30 to 36 ins., B&B	1.25
	1.00
3 to 4 ft., B&B	2.00
5 to 6 ft., B&B	2.75
18 to 24 ins. B&B 2 to 3 ft., B&B 3 to 4 ft., B&B 5 to 6 ft., B&B 5 to 6 ft., B&B 6 to 8 ft., B&B 8 to 10 ft., B&B	5.50
Nanding domestics	
12 to 15 ins., B&B 15 to 18 ins., B&B 18 to 24 ins., B&B 24 to 30 ins., B&B 30 to 36 ins., B&B	75
24 to 30 ins., B&B	1.00
Osmanthus aquifolium	
18 to 24 ins., B&B	1.25
2 to 3 ft., B&B	1.50

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in paper cups or pots wit Orders for 25 to 249 of a take the 100 rate. Orders of a variety in one size t	variety in s for 250	one size
Biota aurea nana (Berckn Biota aurea pyramidalis c Biota bakeri Biota Bue Cone Biota Bonita Biota Bonita, upright Biota excelsa		
Biota fruitlandi	Each	Each
Biota sibyli	Per 100	Per 100
2¼-in. pots	80.17	\$0.15
2½-in. pots	18	.16
Biota excelsa compacta (C	Goodwin)	
24-in. pots	20	.18
2½-in. pots		
Cedrus deodara		
4 to 6 ins., bed-grown .		.10

Cedrus deodara		
4 to 6 ins., bed-grown	.12	.10
6 to 8 ins., bed-grown	.14	.12
2¼-in. pots	.18	.16
2½-in, pots	.20	.18
Juniper, Andorra compacta		
2¼-in. pots	.22	.20
2½-in. pots	.24	.22
Juniper, excelsa stricta	***	
Juniper, glauca hetzi		
Juniper, hibernica fastigiata		
2¼-in. pots	.17	.15
2¼-in. pots		.16
Juniper, Pfitzer		420
Juniper, Pfitzer compacta		
2¼-in. pots	.14	.12
2½-in. pots	.16	.14
Juniper, Pfitzer Blue	****	
D. Hill Nursery Co. strain)		
2¼-in. pots	.18	.16
2½-in. pots	.20	.18
Juniper, Pfitzer Blue-Gray		110
2½-in. pots	.18	.16
Juniper, Pfitzer nana	.10	.10
2¼-in. pots	.20	.18
2½-in. pots	.22	.20
Juniper, sabina	0.00.70	.40
2¼-in, pots	119	.15
2½-in. pots	.18	.16
3-in, pots		.18
Juniper, virginiana burki compa		.10
		.18
2¼-in. pots		
½-in. pots	.22	.20
Pine, Slash (Pinus caribaea)	0.4	0.0
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to 12 ins., ped-grown	.4165	.05

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Thuja oc						
					.18	.16
21/2-in.	pots				.19	.17
Abelia gr	andif	lora				
					.15	.14
21/2-in.	pots				.16	.15
Aucuba j						
*3-in, pe	ots				.27	.25
Berberis	inliar	180				
21/4 -in.	pots				.17	.16
						.17

Acer palmatum atropurpureum,		Each
seedlings	25	or mo
(Japanese Red-Leaved Maple)		
12 to 18 ins., B&B	 	81.00
18 to 24 ins., B&B		
Barberry, Red-Leaved		2100
15 to 18 ins., B&B		1.00
18 to 24 ins., B&B		
24 to 30 ins., B&B		
3 to 4 ft., B&B		
Cornus florida	 	1.10
		1.00
2 to 3 ft., B&B		
3 to 4 ft., B&B		
4 to 5 ft., B&B		
6 to 8 ft., B&B	 	3.50
Cornus florida Cherokee Princess		
18 to 24 ins., B&B	 	1.25
2 to 3 ft., B&B		
Cornus florida rubra		2100
18 to 24 ins., B&B		1 95
2 to 3 ft., B&B		
3 to 4 ft., B&B	 	2.50
Crape Myrtle, Wm. Toovey		00
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18 to 24 ins., B&B		
2 to 2 ft D&D		1 00

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Lonicera Flaming Beauty 25	Each or more
18 to 24 ins., B&B	
Lonicera fragrantissima (Winter Honeysuckle)	
4 to 5 ft., B&B	1.50
Magnolia soulangiana	
18 to 24 ins., B&B	
2 to 3 ft., B&B	
3 to 4 ft., B&B	2.25
Magnolia soulangiana nigra	
18 to 24 ins., B&B	1.25
2 to 3 ft., B&B	1.50
Magnolia stellata	
15 to 18 ins., B&B	1.20
18 to 24 ins., B&B	1.60
2 to 3 ft., B&B	
Spiraea reevesiana flore-pleno	
2 to 3 ft., B&B	.90
3 to 4 ft., B&B	1.00
4 to 5 ft., B&B	
Hedera helix (English Ivy)	
18 to 24 ins., B&B	1.50

Each Each Per 100 Per 1000

LINING-OUT STOCK

maria de la s	_		
Ea	ch l	Each r 1000	
Buxus japonica			Jas
2 1/4 -in. pots	0.11 \$.11	La
Buxus sempervirens	.14	.11	((
2¼-in. pots	.15	.14	(
2 1/4 - in. pots	.17	.16	2
Buxus sempervirens croni Rooted cuttings	.10	.08	Li
2 ¼ -in. pots	.11	.10	-
6 72 -111. pous	.13	.12	Ma
Buxus suffruticosa 2 1/4 -in. pots	.16	.14	-
3-in, pots	.20	.18	8
3½-in. pots	.22	.20	2
Cleyera japonica (Ternstroemia)	14	10	Na
*2¼-in. pots*2½-in. pots	.14	.13	4
Elaeagnus fruitlandi	***	***	Os
*2½-in. pots	.15	.14	- 1
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2 ¼ -in. pots 2 ½ -in. pots	.19	.18	2
Eurya emarginata (Cleyera och		0/00	Ph
2½-in. pots	.19	.18	2
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Gardenia fortunei	10	4 14	4
2½-in. pots Ilex cornuta burfordi	.16	.15	9
2 1/4 - in nots	.16	.15	Pit
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Hex cornuta Temina	4.00	10	Po
2½-in. pots	.17	.16	ro
2 ¼ -in, pots	.16	.15	Py
Hex crenata buxifolia	40	40	6
2 1/4 -in. pots	.13	.12	2
Ilex crenata bullata, seedlings	.10		Py
2 1/4 -in. pots	.11	.10	Py
Ilex crenata convexa bullata	.15	.14	5
2 1/4 -in. pots	.16	.15	Py
Hex crenata fosteri No. 1			2
(A new, very low-growing, very compact spreader. Its small serrated leaves are not			Py
small serrated leaves are not			
convex and are more pointed			
than those of convexa.)	.18	.16	Vi
2½-in. pots	.20	.18	2
Ilex crenata hetzi	4.0	10	Ac
4 to 6 ins., bed-grown	.14	.13	86
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Ilex crenata repandens			D.
2 1/4 -in. pots	.15	.14	Ba
Ilex crenata rotundifolia		.10	Co
6 to 8 ins., T	.16	.15	2
2 1/4 -in. pots	.15 .16	.14	E
llex opaca East Palatka	.10	.15	2
2 1/4 -in. pots	.13	.12	La
2½-in. pots	.14	.13	C
Ilex opaca femina	.17	.16	-
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llex opaca Howard, seedlings	10	10	L
2 ¼ -in. pots	.12	.10	Ma Ma
Ilex opaca Howard			1
2 1/4 -in. pots	.12	.11	Sw
2½-in. pots	.14	.13	(
will be available for delive	ry late	enring	of '

Jasminum floridum		
*2¼-in. pots	\$0.11	\$0.10
(Cherry Laurel)		
6 to 8 ins., bed-grown	.05	.04
21/4-in. pots	.14	.13
2 ½ -in. pots	.15	.14
Ligustrum texanum		
2 1/4 -in. pots	.16	.15
2 ½-in. pots	.17	.16
Magnolia grandiflora	.07	.06
8 to 8 ins., bed-grown 8 to 12 ins., bed-grown	.09	.08
2 % -In. pots	.14	.13
2 ½ -in, pots	.15	.14
Nandina domestica	44	10
2 1/4 -in. pots	.11	.10
Osmanthus aquifolium	.10	+1.60
2 ¼ -in, pots	.16	.15
	.17	.16
Osmanthus fortunel		
2½-in. pots	.18	.17
Photinia glabra	4.00	10
2½-in. pots 2½-in. pots	.17	.16
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4 to 6 ins., S	.04	.03
6 to 8 ins., S	.06	
by in pors	.16	.15
Pittosporum tobira	-11	10
2 ½-in. pots	.11	.10
Podocarpus sinensis	.10	.16
2 1/4 -in. pots	.17	.16
Pyracantha belli		
21/4-in. pots	.19	.17
2½-in. pots	.20	.18
3-in. pots	.24	.22
2 1/4 -in. nots	.16	.15
24-in. pots		
2 1/4 -in. pots	.18	.16
Pyracantha graberi	.18	.16
2 1/4 -in. pots	.20	.18
Pyracantha yunnanensis		
2 1/4 - in. pots	.16	.15
2½-in. pots	.19	.17
*3-in. pots	.22	.20
Viburnum suspensum 2½-in. pots	.20	.18
Acer palmatum atropurpureum		.10
seedlings		
(Red-Leaved Maple)		
2 1/4 -in. pots	.21	.20
2 ½ -in. pots	.26	.25
Barberry, Red-Leaved	10	10
*2½-in. pots Cornus florida	.13	.12
2 14 - in. pots	.09	.08
2 1/4 -in. pots	.12	.10
Euonymus alatus compactus		
2 1/4 -in. pots	.16	.15
Lagerstroemia indica	.17	.16
(Wm. Tooyey Crane Myrtle)		
2 ¼ -in. pots	.17	.16
2 ½-in. pots	.20	.18
Magnolia soulangiana lennel,		
Late-flowering pink	.27	.25
*2½-in. pots	****	140
2 ½ -1n. pots	.27	.25
Sweet Gum (Liquidambar)		0.5
6 to 8 ins., bed-grown	.06	.05
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SPECIAL NOTICE: Items marked by (*) asterisk will be available for delivery late spring of 1962. All items not so marked are ready for immediate or later shipment to suit customer's requirements.

T. G. OWEN & SON, INC.

Columbus, Miss.

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BEST of WOODY ORNAMENTAL PLANTS

TREES FOR AMERICAN GARDENS, by Dr. Donald Wyman.....\$8.00 Presents 745 recommended trees, giving botanical and common names, hardiness zones and maturity height. Discusses desirable varieties, bloom, ornamental fruit and foliage colors. Secondary list of 1,600 species and varieties. 376 p. (1951).

SHRUBS AND VINES FOR AMERICAN GARDENS,

by Dr. Donald Wyman.......\$8.00 Planting guide. Recommends about 1,100 species and varieties. Secondary list of 1,700. Gives 800 blooming dates in sequence. Maps show hardiness zones of U. S. and Canada. 442 p. (1949).

GROUND COVER PLANTS, by Dr. Donald Wyman......\$4.75 Describes 200 kinds of woody plants and herbaceous perennials which can be employed to cover the soil. Chapters: Hardiness. Planting. General Maintenance. Winter Protection. Pruning. Propagation and Equipment. Twenty lists indicate plants best suited for various conditions. 175 p. (1956).

CRAB APPLES FOR AMERICA, by Dr. Donald Wyman.........\$2.00 Breeding, propagation, culture, diseases and insects. Best varieties for flowers, fruits and economic purposes. Originators and introducers. Keyed source list. 63 p. (1955).

LILACS FOR AMERICA. Report of the Lilac Survey Committee...\$1.00 Lists about 30 species and 800 varieties. Color classification, originators and introducers. Keyed sources of supply. 100 varieties recommended. 48 p. (1953).

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Hardy Myrtle, 20 or more leads. \$45.00
Pachysandra, heavy, R.C. 40.00
English Ivy, heavy, R.C. 40.00

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THE GRAFTER'S HANDBOOK.

By R. J. Garner

Covers almost every known method of grafting. Describes seeding and vegetative propagation of rootstocks, handling of scion wood, choice and use of tools, 260 p. Revised edition. (1958) \$5.75, postpaid.

AMERICAN NURSERYMAN 343 S. Dearborn St. Chicago 4, Ill. of the winter meeting of the Indiana Arborists' Association, January 10 to 12, D. L. Schuder, of the university staff, has announced.

NEW YORK ARBORISTS

Dates set for the annual meeting of the New York State Arborist Association are January 8 and 9, with premeeting registration and pleasantries the evening of January 7, according to Dr. A. M. S. Pridham, Cornell University, Ithaca, N. Y. Sessions will be held in the Statler hotel on the university campus. Program plans are in the hands of Dr. John A. Weidhaas and Dr. Pridham, of the university; Robert Lewis, Syracuse; Frank Karpick, Buffalo, and A. W. Bergeron, Niagara Falls.

JOINT EASTERN MEETING

Members of all branches of the garden living industry are invited to the joint convention and trade exposition planned by the Eastern Regional Nurserymen's Association and the New York State Nurserymen's Association. Scheduled for January 8 to 11, 1962, the event will be held at the Concord hotel, Kiamesha Lake, N. Y.

According to Peter Costich, publicity chairman, the informative and educational meetings will feature something of interest for every segment of the industry, with educators and successful businessmen heading the programs. Buying and selling activities will be carried on in an exhibit area that can accommodate 100 commercial exhibitors. Social events have also been planned to take advantage of the many recreational facilities offered by the hotel.

N. M. O. N. A. WINTER MEET

The winter meeting of the National Mail Order Nurserymen's Association has been set for January 15 with headquarters at the Hotel La Salle, Chicago, Ill. According to Roger Krider, secretary of the association, the meeting will again beheld in conjunction with the Illinois State Nurserymen's Association amnual convention, January 15 to 17 at the Hotel La Salle.

ILLINOIS CONVENTION

The Hotel La Salle will again be headquarters for members of the Illinois State Nurserymen's Association when they meet at Chicago, Ill., for their 1962 annual convention. A recent release from the office of Harleigh Kemmerer, I.S.N.A. secre-

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NUGHES offers the fastest and easiest way to flock Christmas trees.

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tary, gives January 15 to 17 as the dates set for the meeting.

KANSAS ARBORISTS MEET

The Kansas Arborists Association will hold its fifth annual meeting January 18, 1962, at the Wareham hotel, Manhattan, Kan. As released by Hugh E. Thompson, secretary-treasurer of the group, the event will be held in conjunction with the meeting of the Kansas state shade tree conference, January 18 and 19.

PLAN ONTARIO MEET

The 1962 convention and garden show of the Ontario Nurserymen's Association is scheduled to be held January 22 to 24, at the Sheraton-Connaught hotel, Hamilton, Ont., Canada. The educational and business sessions will be held Tuesday and Wednesday, January 23 and 24, the garden show being staged Monday and Wednesday evenings for the public.

KANSAS TREE CONFERENCE

The eighth annual meeting of the Kansas state shade tree conference will be staged January 18 and 19, on the campus of Kansas State University, Manhattan, Kan., according to Hugh E. Thompson, department of entomology, K. S. U.

IOWANS TO DES MOINES

Announcement has been made of the Savery hotel, Des Moines, Ia., as the headquarters for the annual convention of the Iowa Nurserymen's Association. Victor H. Foster Foster's, Inc., Waterloo, secretary-treasurer, has announced the dates for the event as January 11 to 13.

MARYLAND PLANS

Choice of the Sheraton Inn, at Baltimore, Md., has been made for the winter meeting of the Maryland Nurserymen's Association. Thomas T. Adams, Ten Oaks Nursery & Gardens, Inc., Clarksville, executive secretary, has given the dates of January 16 and 17 for the event.

VIRGINIA CONVENTION

The 31st annual convention of the Virginia Nurserymen's Association will be staged at the Hotel John Marshall, Richmond, Va. According to an announcement by Charles L. Otey, secretary-treasurer of the V. N. A., January 21 to 23 are the dates for the meeting.

OREGON NAMES SALEM

Plans have been made to hold the winter convention of the Oregon Association of Nurserymen at the Marian Motor hotel, Salem, Ore., according to Merv Belknap, executive secretary. January 24 and 25 are the dates set.

NAME KENTUCKY SITE

The Phoenix hotel, at Lexington, Ky., will be convention headquar-

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CORNUS FLORIDA, for street planting, 1½ to 2½-in. cal., 8, 9 and 10 ft. and over, branching at 4, 5 and 6 ft. aboveground.

Acer, in variety — Norway, Crimson King and negundo variegatum

Amygdalus, in variety — (Flowering Peach)

Betula alba (European Birch)

Cornus florida rubra

Prunus, in variety — (Flowering Plum and Flowering Cherry)

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ters for the annual meeting of the Kentucky Nurserymen's Association, according to Howard G. Tilson, secretary of the group. The dates have been set as January 22 to 24, 1962.

PENNSYLVANIA PLANS

Plans are being completed for the winter meeting of the Pennsylvania Nurserymen's Association, according to Wilbur I. Nisley, secretary of the P. N. A. The Penn-Sheraton hotel, at Pittsburgh, Pa., will be the location for the meeting, to be held January 23 and 24, 1962.

MICHIGAN DATES

January 23 to 25 are the dates recently announced by Vic Beres-

ford, executive secretary-treasurer of the Michigan Association of Nurserymen, for the group's 40th annual convention. Sessions will be held at the Statler-Hilton hotel, Detroit, Mich.

SOUTHERN TREE MEET

Members of the Southern chapter of the International Shade Tree Conference will meet February 26 to 28, 1962, for their annual convention. Convention headquarters will be the Hotel Admiral Semmes, at Mobile, Ala.

WASHINGTON CONVENTION

January 29 to 31, 1962, are the dates named for the winter conven-

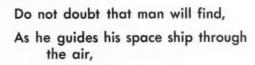
tion of the Washington State Nurserymen's Association. The Benjamin Franklin hotel, at Seattle, Wash., will serve as headquarters.

MIDWEST TREE CHAPTER

The Midwest chapter of the International Shade Tree Conference will hold its annual convention February 7 to 9 at the Hotel Fort Des Moines. Ia., according to a recent announcement by Noel B. Wysong, chief forester, Cook county forest preserve district, River Forest, Ill., secretary of the chapter.

CANADIAN TREE DATES

February 22 and 23, 1962, are the dates recently announced for the Don't let the scientific rockets
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Balsam Fir, 4-yr. transplants (2-2), 4 to 7 in
Douglas Fir, 4-yr. transplants (2-2), 5 to 8 in
Fraser Fir, 4-yr. transplants (2-2), 4 to 6 in
Mugho Pine (dwarf), 4-yr. transplants (2-2), 3 to 6 in
Red Pine, 4-yr. transplants (2-2), 6 to 10 in
Scotch Pine (Austrian Hill), 4-yr. transplants (2-2), 15 to 20 in 65.0
Scotch Pine (French Highlands), 3-yr. transplants (2-1), 4 to 8 in 60.0
Scotch Pine (South Sweden), 3-yr. transplants (2-1), 4 to 8 in 60.0
Scotch Pine (Spanish), 4-yr. transplants (2-2), 12 to 18 in 65.0
White Pine, 4-yr. transplants (2-2), 6 to 12 in
Black Hills Spruce, 5-yr. transplants (2-3), 6 to 12 in
Colorado Blue Spruce, 5-yr. transplants (2-3), 6 to 12 in 135.0
Norway Spruce, 5-yr. transplants (2-3), 8 to 15 in
Norway Spruce, 4-yr. transplants (2-2), 5 to 10 in
White Spruce, 5-yr. transplants (2-3), 10 to 15 in
White Spruce, 4-yr. transplants (2-2), 6 to 12 in
SEEDLINGS (Not Guaranteed)
Douglas Fir, 4-yr. seedlings (4-0), 5 to 10 in
Scotch Pine (South Sweden), 3-yr, seedlings (3-0), 8 to 15 in 20.0
Colorado Blue Spruce, 4-yr. seedlings (4-0), 5 to 10 in 40.00
White Spruce, 2-yr. seedlings (2-0), 3 to 5 in
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annual convention of the Canadian chapter of the International Shade Tree Conference. The sessions will be held at the Hotel St. Catherines, St. Catherines, Ont., Canada.

TURF FIRM'S OPEN HOUSE

Landscape men from a 5-state area in the midwest were guests of Warren's Turf Nursery, Palos Park, Ill., recently during the firm's open house and field day. The purpose of the gathering was the showing of Warren's grass research center, located at the Palos Park nursery.

Visiting landscape men viewed plots of various types of grasses being grown under different conditions. At the nursery, experiments are currently being conducted with new strains of bluegrass for use in shady lawns. Other plots of grass have been deliberately infected with diseases such as leaf spot to determine characteristics of resistance, plus reaction to treatment with various types of chemical and biological substances.

Research Program

This grass research is conducted under the supervision of Ben Warren, who, with his brother, Robert, operates the business. Robert Warren has the responsibility for sales and merchandising.

The goal of the nursery's turf research is better lawn grass which will be more disease resistant, will grown in less than optimum soil conditions and, in the case of the new strains of bluegrass, will flourish in shade.

At its Palos Park experimental station, the nursery has a laboratory, outdoor test beds and a greenhouse where experiments with grasses continue during the winter months. The work on shade-tolerant bluegrass is conducted in a special test bed enclosed in a lath structure, in which grass is grown under varying degrees of shade.

During these tests, plots of the new bluegrass strains are grown together with plots of fescue and creeping bent in order to determine and compare their growth rate and disease resistance under shade. It has not been determined as yet whether these strains are mutations, but strains of shade-growing bluegrass have not been isolated heretofore.

Test Sod-Stocking Plan

An interesting line of study is being pursued in another section of the nursery, where strips of cut sod are

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The maximum length of time this treatment is effective is not yet known, since the study was begun only recently. It is aimed at developing a method that will enable a dealer in a distant town to maintain a stock of cut sod from which he can supply his local market.

Founded in the late 1930's by Ben Warren and his father, the firm now has nurseries at Palos Park, Crystal Lake and Lockport, Ill., and at Baroda, Mich., covering a total of about 1,300 acres. Company salesvards are located at Indianapolis, Ind.: Chicago, Ill., and Davenport,

WHITES AND HILLS FETED

September 15, the recently formed Hawaiian Nurserymen's Association gave a big luau for Dr. Richard P. White, executive vice-president of the American Association of Nurserymen, and his wife and also for Mr. and Mrs. Arthur Hill, D. Hill Nursery Co., Dundee, Ill., who were visiting the nation's 50th state. The four travelers sailed the next day for the mainland, after having toured the islands of Oahu, Hawaii, Maui and Kauai. Dr. White reports that almost 100 per cent of the nursery stock in Hawaii is grown in containers. Throughways, he reports, are being built on Oahu, and median plantings to control headlight glare are widely used.

HUTTONS WED 50 YEARS

Sidney B. Hutton, president of the Conard-Pyle Co., West Grove, Pa., and his wife, Laura, celebrated their 50th wedding anniversary September 6. During the day, numerous friends dropped in to wish them well

Mr. Hutton, for more than 30 years an officer of the Conard-Pyle Co., is well known throughout the industry, both in this country and abroad. He has served as president of All-America Rose Selections and of the National Association of Plant Patent Owners. He is presently chairman of the test garden committee of A. A. R. S., chairman of the research committee of the American Association of Nurserymen and a judge of various European rose ut

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CHARLIE CHESTNUT



THE PHILANTHROPIST

One time several years ago Emil and his friend Doc Hart were out bow and arrow hunting up north of town. That is where the idea first come to Emil and that is really the beginning of this story, but nothing came of it for quite a while. They were after anything that would fly, crawl or wiggle. I remember that day they came home with an old coon and a scrawny rabbit, because I had to cook that coon.

I boiled that coon for two days, but it was no use. When I finally got through it was like a piece of old innertube. You could not cut it, let alone cat it. So Emil, after he had invited several of the boys in to eat it, sent me down to Steamboat Fulton's bar and I got a big crock of pig knuckles.

That part about the coon dont have anything directly to do with the story, but I happened to remember it.

What I started out to tell the members began with that hunting trip with the bow and arrow. Doc and Emil was walking along the railroad track looking for something to shoot at when they came to a little triangle of land there by the railroad track, about five acres I guess it was, and there was a sign on it that said "For Sale." It gave a phone number of somebody in Lake Park to call. It was just waste land full of weeds and there was a couple of dozen scrawny Burr oaks scattered over the rough hills and valleys. It was on the back road to Lake Park in a section that was mostly swamps and gravel hills.

"This would make a dandy skeetshooting range, Emil," Doc said, as they sat down to rest, "if we could buy it cheap enough."

"Maybe we could get Sandy Bowers and "Red" and probably eight or 10 others to start it off, and we could come up here and practice up for the duck season," Emil said.

"Jake from the F&M Nursery would be a good one to come in too if we want him," Doc said.

"Nothing doing! Leave Jake out of it. Me and him is on the outs since he got that Methodist church parsonage job away from me last spring," Emil replied. "When I get home I will check up on that telephone number and find out who owns it and how much they want for it," Emil said.

A few days later Emil went down to the courthouse here in Riverbend and he looked up that piece of land. He found out it was owned by the Riley estate and old Dan Riley had died a couple of years before. Mr. Riley used to be a neighbor of Emils and he lived on the second farm east of us.

Riley bought the piece of land on a tax warrant several years before for \$63.40 back taxes and he had owned it ever since. Taxes were delinquent again and there was about \$8 or \$10 against it. The real estate agent turned out to be old Joe Granger, a clock repairer in Lake Park. Emil knew him from way back.

So Emil took his Chevy and asked

me to go along up to Grangers place. We run him down in the Elite poolroom where he was engaged in a
game of Kelly pool. When he got
done Emil asked him about that
land. "What are you asking for that
piece of waste land on the railroad
track on the back road to Riverbend,
you know the one old man Riley
owned?"

"I got several buyers after it," said Granger, "but they aint closed up yet. The asking price is only \$500."

"You can let the other buyers fight it out, Joe," said Emil, who knew Joe was just giving him a line. "Well, make me an offer."

"I'll give you \$30 an acre or \$150 for the piece," Emil said, "and thats about \$100 more than it is worth."

Emil was waiting for a counter offer but Joe caught him off guard. "You bought it," said Joe.

Emil gulped a little and looked

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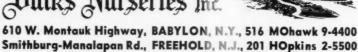
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at me, but I didn't say nothing as he had put his foot in it, so to speak.

"Come over to my office and I'll make out the deed. I'll mail you the abstract in a few days as soon as I get it brought up to date," Joe said.

Emil didn't have the faintest notion of buying it when we went up to Lake Park, but he couldn't pass up a bargain. He thought the boys would be real pleased.

So we started for home with Emil the owner of five acres of waste land. "I'll get Doc and the boys together and we will chip in about \$20 each and fix up a good place to shoot," Emil said.

'You spoke too soon, Emil," I said, "I think he would have given you the land for nothing if you had talked long enough to him."

Emil didn't say anything, but I think he had a few moments of doubt as we drove on home, stopping to look the land over.

When he seen Doc Hart in a day or so, before Emil could start his story, Doc said, "that piece is too far out for a shooting range; I talked with some of the boys, and nobody is interested. Good thing we didnt buy it. Count me out if you

are thinking of getting it."
Emil said, "I'll start my own club. You probably did a half-baked job of selling the idea to the other boys.' So Emil was stuck with that land, on account of being too quick on the trigger, so to speak. He was mad at Doc Hart for a while but they were soon going fishing together again and all was forgotten.

That winter Emil tried to move a couple of 6-inch Burr oaks from that piece, and he sold one with a frozen ball, to Mrs. Morse. But they didnt have any roots at all, and neither of the trees budded out in the spring. I told Emil the only way to move an oak was to plant the acorn. So one of his hopes of salvaging anything was dashed.

When the taxes come due, Emil was all for letting it go, but I finally talked him into paying for another year or two to see if anything turned up. The whole deal was just a dead expense and he was awful touchy whenever I mentioned that tract of land.

That summer there was a rumor about paving the Lake Park road that run right past his land. He had an inquiry in regard to taking gravel

out of his place for the road. The Acme Road Construction Co. put down a test digging on the property, and Emil was real excited. He was going to clean up at last and had

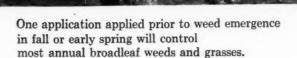
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great plans for all the money that would be coming in.

"I may put up a new storage," he said. "Theres enough gravel on them hills to pave the whole of Lake county."

Emil couldnt wait to get his contract, and he was in high spirits for several weeks. "Doc will sure be surprised and he will be kicking himself that he didnt come in with me on that deal," Emil said.

When the contracts were let, the Acme company was away too high and the job went to an outfit from Kankakee. Emils hopes was blasted. "I aint ever going to pay another cent of taxes on that land, Chas.," he said to me.

Emil got hold of that company in Kankakee but they had a deal with the Riverbend Sand & Gravel Co., and they wouldnt even talk to Emil. He was down in the dumps for several weeks. He was right back where he started.

Any hopes he had of selling gravel died out, and Emil had a chance to greatly regret his impulsive buying of that land. It just wasnt worth anything so far as Emil could see; it was even too rough to raise nursery stock.

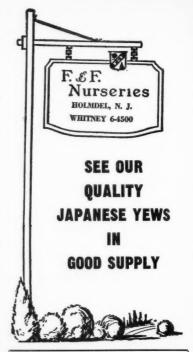
He had a chance to rent it for pasture one summer, but he would have had to put up a fence, which would cost him more than two or three years' rent. So it just sat there, and every year he groaned when he had to pay taxes, which was less than \$10 as I recall.

One night we was all down to Steamboat Fultons bar having a couple of short beers, and several of the local boys was there chewing the rag about one thing and another. The talk got going on hunting and Red said, "The trouble is there aint nothing to shoot around here anymore, why dont we organize a conservation club and raise pheasants, quail, etc., and stock up the countryside so we can get something to shoot at once in a while."

"We got to have a piece of land someplace so we can put in some pens," Sandy said.

The talk went on for quite a while when Emil spoke up. "Boys," he said, "I got just the piece of land you need and if you want to give me a life membership I will donate them five acres I got on the back road to Lake Park, you know where it is, Doc," he said. "Lets organize and start a club," Emil said.

Not long after we had a meeting at the Civic Club and "Red" was elected president. Emil deeded his land to the conservation club and



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then things started going. They put up a fence, built a shack and a shooting range against a hill, and some pens for birds and we was in business.

The question came up what would be the official name of the club, and different names was mentioned. They asked Emil what he thought,

"I dont want my name any place around the club, but if you would call it the Honeysuckle Conservation Club, I would like that. In fact, I will put in a planting of honeysuckle at the entrance by the gate, that is if you want to take the name I suggested," Emil said.

There was some discussion back and forth; some didnt think the name was appropriate for such a club, but when they voted on it, it was carried by a big majority.

We sent to the state nursery and got a big batch of trees and shrubs to plant for bird cover. Over the years Emil got enough shrub cuttings to fill a couple of nurseries, and we still cut there every year.

Emil put in the honeysuckle planting at the entrance like he promised. After a year or two an odd thing happened. One of them honeysuckle turned out to be the original Riverbend honeysuckle that is so well known among the members. When any nurserymen come to visit Emil, he likes to take them out to the Honeysuckle Conservation Club and show them that shrub that has paid him so well over the years.

I didnt think the old boy had it in him to give anything away, but you can never tell about Emil. He is unpredictable.

CARL D. WALTER DIES

Carl D. Walter, Walter, Nisley & Walter, Inc., Harrisburg, Pa., died August 1 in a Harrisburg hospital after an illness of two years. One of the founders of the landscaping firm, he had served as its secretary-treasurer for the past 30 years.

Mr. Walter held a degree in horticulture from Pennsylvania State University. He was a member of Acacia fraternity, Good Samaritan Lodge 36, F. & A. M.; Gettysburg Scottish Rite Consistory of Harrisburg; the Royal Arcanum, and the Memorial Evangelical Lutheran church, where he was a teacher and Boy Scout committeeman for many years.

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COVER ILLUSTRATION

Quercus Phellos

The willow oak is an excellent tree for ornamental planting in the area where it is hardy. Native of the southeastern United States, it makes a beautiful tree. It is interesting to note that it was listed in a catalog of a Virginia plant collector and sent to England in 1680. At that time, the English gardeners were most interested in an oak that had entire leaves, for none had been known there prior to that time.

Quercus phellos is fast growing and fortunately transplants easily. The branching is slender and graceful, as is evidenced in the illustration on the front cover. In the wild, it is usually found in association with the water oak, Q. nigra, but it does not necessarily have to be planted in wet soils. It can be grown in the extreme southern part of New England. Even though there are three trees in the Arnold Arboretum, one of which has been growing there since 1877, it is not recommended as being a reliable tree this far north.

The leaves are two to five inches long and one quarter of an inch to an inch wide. They are light green most of the season, turning a pale yellow in the fall before they drop. The acorns are comparatively small, not over one-half inch long, and take two years to mature. As will be seen in the list of plants not recommended, several hybrids have been found and named; so it does cross easily, but as far as I know, none of these hybrids has ornamental characters which are superior to those of the species.

Nurserymen and gardeners in general are recognizing its good qualities as is attested by the fact that it is listed in nurseries of Alabama, Georgia, Missouri, Connecticut, Texas, North Carolina, Ohio, Pennsylvania, Iowa and Virginia.

Donald Wyman

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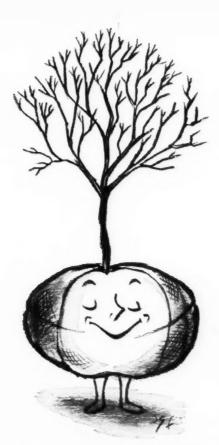
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THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen By E. Sam Hemming

BEAUTY AND ORDER

Perhaps the most significant realization in studying the several styles of landscape design is that they are all attractive, each with its own type of beauty. Hence, any given landscape problem can be solved in

many appealing ways.

The reason for this is twofold: (1) Nature and plants themselves are inherently beautiful; (2) order and neatness are the key essentials to arrangement and construction. Nature in itself is rarely ugly. Only when it is disturbed by man or a destructive element does it lose its inherent beauty, and even then it will actually correct the ugliness itself. Witness: After the construction of a highway through a forest, nature soon soften the edges of the scar.

It can also be said that no plant or group of plants is really ugly. Any plant has at least some beautiful features. It is true that all landscape men have their preferences and that many plants are discarded as landscape possibilities, but this is true largely because there are better choices.

Foliage Clashes Rare

One can go even further and remark that the color and texture of the foliage of almost all plants are complementary and can be arranged together. Never in natural groupings and only rarely in man-made arrangements does one see clashing foliage. Even in the arrangement of flowers there is a great deal of truth in this. We strive for certain color arrangements and combinations because they please us, but actually the flowers which have clashing colors are few in number.

The other reason that all styles of landscaping are attractive is that order, or what might be termed man-made neatness, is the basic essential that makes any planting arrangement pleasing. If the construction of features is ill-done, if the planting is overgrown, out of proportion or improperly maintained, it is quickly apparent, and the beauty of the picture fades.

My father used to tell an anecdote about an old-time gardener who, when his supply of help was reduced, immediately let the edges of the drives and walks become unkempt, so that the employer would relent and hire the help again.

Still Valid

This philosophy of order and neatness-the keystone of the old formal-type landscape garden certainly is valid in the same degree in the modern or functional garden arrangement. In fact, in attempting to define modern landscaping, I would term it a formal or geometric unbalance. It seems to produce its attractiveness through the use of lines, curves and angles which contrast with the main lines of the structure or surroundings. Plantings are then selected both to enhance and to soften the contrast.

Such a landscape is almost precise in its need for neatness and order. All paved and constructed areas need to be carefully edged. Even the studied picturesqueness of a tree depends on careful pruning: plants that are formal in shape must be kept that way and plants whose informal contrast is needed must be left to grow naturally.

One could gather from these remarks that almost any arrangement. if neat, orderly and carefully maintained, would be beautiful. That conclusion has considerable truth in

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SUPERMARKET COMPETES

[Continued from page 9]

trees, flowering trees, shade trees, hedge plants and perennials. Prices went up gradually, and the packaged nursery stock market became stabilized. This was the situation when World War II began, and it remained more or less static until after the war.

Garden Center "Revolution"

It should be borne in mind that there were practically no garden centers before World War II. They began to appear soon after the war and resulted in what was probably the greatest revolution of all time in the nursery business. Many hundreds, possibly thousands, of garden centers are now to be found in all parts of the country.

The garden center movement began and flourished in the face of severe competition from firmly established outlets-local retail nurseries, mail-order firms issuing many millions of catalogs, nurseries selling by means of salesmen and department and variety stores with 20 to 30 years of experience in selling nursery stock.

The supermarket is a Johnnycome-lately in the marketing of nurs-ery stock. Ten years ago a supermarket offering nursery stock was a rarity. They got into the act because they saw an opportunity to make a "fast buck."

Food in general is sold on a small margin, depending upon rapid turnover to build up profit. But supermarkets no longer limit their merchandise to food. They also sell clothing, hardware, toilet articles and magazines-to mention only a few items.

It was natural for supermarkets to become interested in nursery stock with its comparatively high markup. Little or no advertising is necessary for them to sell nursery stock. Their traffic is so heavy that impulse buying gives them a good volume of sales. Because they are satisfied with a smaller markup than nurserymen, their retail prices are low.

Sane Appraisal Called For

This brings us up to the present day, when competition from department stores, variety stores and supermarkets generates an almost pathological fear in the hearts of many nurserymen. A sane, level-headed appraisal of the situation in the light of the foregoing leads to the conclusion that these fears are not well

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8 to 15 ins., 5-yr., 1	8 to 12 ins., 2-yr., T32 .28 12 to 10 to 15 ins., 2-yr., T35 .30	
Azalea mollis (Chinese Azalea) 5 to 8 ins., 3-yr., T., field .25 6 to 12 ins., 4-yr., T., field .35 .32	12 to 15 ins., 3-yr., T., ctbk45 .42	
6 to 12 ins., 4-yr., T., field .35 .32 Azalea mucronulatum, lavender	12 to 18 ins., 4-yr., T., ctbk55 .50 SPEC	1AL- 15
Azalea mucronulatum, lavender 6 to 8 ins., 3-yr., T	SPECIAL-Heavy field liners for plant-	Ord
	ing out. 8 to 15 ins., 3-yr., T25 .22	
4 to 6 ins., 4-yr., T	Spruce,	, Wh
Buxus sempervirens welleri (Weller's Hardy Boxwood)	Juniper, pfitzeriana aurea 10 to	12
6 to 8 ins., 2-yr., T	(Golden Pfitzer Juniper) 12 to 6 to 8 ins., 2-yr., T35 .32	18
6 to 8 ins., 2-yr., T	6 to 8 ins., 2-yr., T	TAL
(Golden Thread Cypress)	12 to 15 ins., 3-yr., T60 .55 Juniper, squamata meyeri 8 to No	15
6 to 10 ins., 3-yr., T35	(Blue Meyer Juniper)	ot fe
Chamaecyparis Lawsoniana allumi	(Blue Meyer Juniper) 6 to 8 ins., 3-yr., T	coni
(Blue Cypress) 6 to 8 ins., 2-yr., T	2 to 6 ing 2-vr T 25 6 to	8
8 to 12 ins., 2-yr., T45 10 to 15 ins., 3-yr., T55	6 to 8 ins., 2-yr., T40 8 to	
Chamaecyparis plumosa aurea	(Drooping Andromeda)	6
(Golden Plumed Cypress) 6 to 8 ins., 2-yr., T	8 to	10
6 to 8 ins. 2-yr., T	Liquidambar styraciflua (Sweet Gum)	15
Chamaecyparis squarrosa	18 to 24 ins., 3-yr., field10 .08	15
(Blue Moss Cypress) 4 to 6 ins., 2-yr., T25 6 to 8 ins., 2-yr., T32		
6 to 8 ins., 2-yr., T		15 i
(Prostrate Evergreen Creeper) Low growing.	2 to 4 ins., 2-yr., S09 .07	er n
6 to 10 ins., 2-yr., T., field .28 .25	Pieris floribunda	
Euonymus fortunei erectus	3 to 6 ins., 2-yr., T	medi 10
(Evergreen Big-leaved Winter Creeper) 6 to 10 ins., 2-yr., T		12
6 to 10 ins., 2-yr., T	6 to 10 ins., 2-yr., T35 .30 Taxus	med
Euonymus radicans vegetus	8 to 12 ins., 3-yr., T45 .42 8 to 10 to 15 ins., 4-yr., T65 10 to	10
(Evergreen Winter Creeper) 6 to 10 ins., 2-yr., T35	Pine, Austrian (Pinus nigra) 12 to 8 to 10 ins., 3-yr., S	15
10 to 15 ins., 3-yr., T45	10 to 15 ins., 4-yr., S20 .04 Thuja	occid
FIF. Hougias (Pseudoisuga douglasi)	8 to 14 ins., 4-yr., T15 .05 8 to	
8 to 10 ins., 5-yr., T28 .25	8 to 14 ins., 4-yr., T 15 .05 8 to 10 to 15 ins., 4-yr., T 20 .06 10 to 15 to 24 ins., 5-yr., T 25 .09) 15
6 to 8 ins., 4-yr., T	CDEC	TAT-
	12 to 20 ins. 5-vr. \$38.00 per 1000 8 to	15 i
8 to 12 ins., 2-yr., T35 .32	Minimum 1000 per order. Orde	er m
10 to 15 ins., 3-yr., T	Pinus mugo (Swiss Pine)	
8 to 10 ins., 2-yr., T38 .35	3 to 4 ins., 3-yr., S, .15 .12 Thuja	occio
8 to 10 ins., 2-yr., T	4 to 6 ins., 3-yr., S18 .16 8 to 5 to 8 ins., 4-yr., T25 .22 10 to 12 to	12
12 to 18 ths., 5-yr.,	Thuja	occi
field, cutback	3 to 6 ins., \$110.00 per 1000	en 1
6 to 8 ins., 4-yr., T45	Order not fewer than 500. 8 to	10
10 to 12 ins., 5-yr., T., heavy .90	Pinus strobus (White Pine) 12 to	15
Hex crenata hetzi, large glossy leaf 6 to 10 ins., 2-yr., T	8 to 15 ins., 3-yr., S 18 .06 Thuja	occi
6 to 10 ins., 2-yr., T	Pyracantha coccinea lalandi (Firsthorn), clusters of orange herries 6 to	awan
Cutback		10
Reserved Holly) 8 to 10 ins., 2-yr., T35 .30	10 to 15 ins., 3-yr., T42 .38 Quercus palustris (Pin Oak)	
8 to 10 ins., 2-yr., T	Quereus palustris (Pin Oak) 4 to 8 ins., 1-yr., S	IAL-
12 to 15 ins., 5-yr., T.,	Rhododendron hybrid, 8 to Seed, from red stock Orde	12 1
heavy, cutback	Seed, from red stock 4 to 6 ins., 4-yr., T45 .42	
8 to 10 ins., 3-yr., T40 .38 10 to 15 ins., 3-yr., T50 .45	4 to 6 ins., 4-yr., T	ocel
Juniper, canadensis aurea	Spruce, Black Hills (Picea densata)	mida
(Golden Canadian Juniper) 5 to 8 ins., 2-yr., T	8 to 15 ins., 4-yr., S15 .12 10 to	12
Juniner chinensis nfitzeriana	10 to 15 ins., 4-yr., S 20 . 16 12 to Spruce, Colorado Blue (Picea pungens) 15 to	15
6 to 8 ins., 2-yr., T 32 30		24
6 to 8 ins., 2-yr., T 32 30 8 to 10 ins., 2-yr., T	10 to 15 ins., 5-yr., T	6
Juniper, hibernica fastigiata (Compact Irish Juniper)	8 to	12
4 to 8 ins., 2-yr., T20 .18 8 to 10 ins., 2-yr., T25 .22	SPECIAL—Heavy field liners Viburni	um e
10 to 12 ins., 2-yr., T35 .30	Order not fewer than 500 at this price. 1-yr	., fl
12 to 15 ins., 3-yr., T45 .40		., 11
Linix	g-out Stock. 25 at the 100 Rate, 300 at the 1000 Rate.	~ ~

Snen	00	No	way o v	(Pice:	0.01		100 rate	1000 rate
5 10	to	$\frac{10}{12}$	ins.,	4-yr., 4-yr., 4-yr.,	T. T.	\$.20	\$0.06 .12 .18
		15	ins.,	avy fle 4-yr., ot few	T.,	\$95.0		1000

Spruce	, White (Picea	alba)		
6 t	10 ins., 5-yr.,	T	.20	.10
	12 ins., 5-yr.,		.25	.13
	19 ing 5-yrs		98	1.1

—Heavy field liners ins., 5-yr., T., \$95.00 per 1000 ewer than 500 at this price.

Taxt	18 0	api	tata	(Uprig	ht	Ja	1	p	a	nese	Yew)
				4-yr.,							
8	to	10	ins.,	4-yr.,	S.					.18	.16
10	to	12	ins.,	4-yr.,	S.					.22	.19
4	to	6	ins.,	3-yr.,	T.					.28	.25
6	to	8	ins.,	3-yr.,	T.			,		.30	
8	to	10	ins.,	4-yr.,	T.					.35	.32
8	to	15	ins.,	4-yr.,	cth	ok				.45	.40
10	to	12	ins.,	6-yr.,	etl	ok				.75	.65
12	to	15	ins.,	6-yr.,	eth	ok				.90	.80

Field liners ins., 3-yr., T., \$190.00 per 1000 minimum of 500 at this price.

Taxu	18 1	ned	lia br	owni	(Br	owns	Yew)	
8	to	10	ins	3-yr.,	T.		.45	
10	to	12	ins.,	4-yr.,	T.		.55	
12	to	15	ins.,	5-yr.,	T.,	etbk	.75	
Taxu	18 1	ned	lia hi	cksi (Hiel	as Ye	w)	
8	to	10	ins.,	2-yr.,	T.,	ctbk	.35	.30
10	to	12	ins.,	3-yr.,	T.,	ctbk	.45	.40
12	to	15	ins.,	4-yr.,	T.,	ctbk	.55	
15	to	18	ins.,	5-yr.,	T.,	ctbk	.75	
							Arborv	
4	to	8	ins.,	3-yr.,	S.		.10	.08
8	to	10	ins.,	4-yr.,	S.		.15	.12
10	to	15	ins.,	4-yr.,	8.		.20	.18

Field liners ins., 4-yr., field, **\$90.00** per 1000 ninimum of 500 at this price.

8	to	10	ins.,	3-уг.,	T.		.45	
				3-yr.,				
				4-yr.,				
Thu.	ia c	eci	denta	dis ele	gar	ntissin	na lut	ea
(Go	lde	n 7	Cippe	d Arbo	rvi	tae)		
6	to	8	ins.,	2-yr.,	T.		.30	
8	to	10	ins.,	3-yr.,	T.		.35	
10	to	12	ins	3-yr.,	T.		.40	
				4-yr			.50	
15	to	20	ins.,	5-yr.,	T.		.65	
Thu.	ia c	eci	denta	lis glo	bos	a		
(W	ood	wa	rd A	borvit	ae)			
6	to	8	ins	2-yr.,	T.		.30	
				2-yr.,			.35	
				3-yr.,			.45	

—Heavy field liners ins., 4-yr., T., **\$300.00** per 1000 minimum of 500 at this price.

				dis py		id	la	lis		
				2-yr.,					.38	.35
				2-yr.,						.42
				3-yr.,						
				4-yr.,						
18	to	24	ins.,	5-yr.,	T.				.75	
Tsug	ac	ans	adens	sis (He	mle	ocl	k)			
4	to	6	ins.,	3-yr.,	T.				.25	.20
6	to	8	ins.,	3-yr.,	T.				.35	.32
8	to	12	ins.,	4-yr.,	T.				.40	.35
Vibu	rnu	m	opuli	is nan	um					
(Dv	var	f V	iburr	num)						
1-	yr.	, fl	eld,	beds,	T.				.25	.22
2-	Vr.	. fl	eld.	beds,	T.				.32	.28

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I	Perl0	Perl00
Baroness Schroeder, (9.0). Flesh-pink, late midseason	\$4.50	\$40.00
Duchesse de Nemours, (8.1). White, large, early	4.50	40.00
Duke of Wellington, (7.8). White, high center, early	4.50	40.00
Edulis Superba, (7.6). Very early, deep pink	3.50	30.00
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Festiva Maxima, (9.3). White, crimson flecks, midseason	4.50	40.00
Fontenelle, Large, dark red, midseason	4.50	40.00
François Ortegat, (6.7). Deep crimson, midseason	3.50	30.00
Karl Rosefield, (8.8). Bright crimson, midseason	4.50	40.00
Lady Alexandra Duff, (9.1). Light bluish-pink, midseason	4.50	40.00
Mme. de Verneville, (7.9). White, flecked crimson, early	4.00	35,00
Mme, Emile Galle, (8.5). Light rose-pink, late	4.50	40.00
Mme. Jules Dessert, (9.4). Creamy-white, late midseason	5.00	45.00
Mary Brand, (8.7). Clear crimson, midseason	6.50	60.00
Mons. Jules Elie, (9.2). Light rose-pink, early	4.50	40.00
Reine Hortense, (8.7). Very large, midseason, rose-pink	4.00	35.00
Sarah Bernhardt, (9.0). Light rose-pink, late	4.50	40.00
Therese, (9.8). Old rose-pink, midseason		60.00
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PEONIES BY COLOR

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Pink, unnamed		25.00
White, unnamed	3.50	30.00

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pen that the garden centers have made such a phenomenal growth in competition with the established outlets, including the department and variety stores? Why is it that so many garden centers were able to become established at the same time the food markets were bginning to sell nursery stock? It is not difficult to find the answer.

Suppose you were to visit a department or variety store where nursery stock is being offered for sale (and where you are not known). You pick up a rosebush and ask some of these questions of a salesperson: "Is this an everblooming rose?" "Is it in good condition?" (It might be dead.) "In what location will it do best?" "Should I trim it back and how much?" "Should it be fertilized when it is planted?" "How soon can I expect it to start blooming?" "How do I keep it healthy?" All are questions which anyone might be expected to ask.

Uninformed Outlet Sales

Nurserymen don't need to be told what the result is likely to be. Some salespeople will bluff the answers, thus making themselves ridiculous in the eyes of those who know something about plants. An honest salesman who does not know the answers will say so. There is little likelihood of there being anyone in the store who is qualified to give the desired information. Occasionally a department store will advertise the services of an expert for a day or two to answer questions. The store tries to give the impression that this is an unusual service, and for it, it probably is.

If you were to go to a supermarket where nursery stock is on sale and ask the same questions your chances of getting the desired information are remote indeed. The supermarkets do not pretend to be able to supply their customers with this sort of information. If by chance there should be an employee present who is a gardener in his own right and is able to help the inquiring customer, he would be too busy putting merchandise on the shelves and stamping prices on cans to give the customer the necessary attention. The customer is strictly on his own. There is the merchandise-take it or leave it.

Before you leave the supermarket make a careful assessment of the kind of nursery stock that is on sale and how it is being cared for. Many of the smaller packaged items will be on sale inside the store. If they have been there for any length of time, the high temperatures and low in outand so

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Extra-heavy, well-budded — grown in full sun and heavy soil — dug and handled in the finest manner.

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6 to 9 ins.		,								×		÷						0.75
9 to 12 ins.			į	,									×	•	÷			1.20
12 to 15 ins.																		
15 to 18 ins.					,				,		•					•	,	2.25
18 to 24 ins.																		3.00
Full 2 ft					*	4												3.75
Full 21/2 ft.						*												5.00
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5% cash discount if payment accompanies order or is made on delivery.

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Bed run as to color	
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Carefully color-selected;	i
every green spruce	i.
removed and every blue left in. Per 100	1
left in. Per 100 X, 6 to 12 ins \$ 45.00 XX, 10 to 15 ins 200.00	i
XX, 10 to 15 ins 200.00	1
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WHITE SPRUCE	
(3-0), 8 to 14 ins 6.00 25.0 (3-1), 6 to 12 ins 10.00 40.0 (2-2), 8 to 14 ins 14.00 110.0	0
(3-1), 6 to 12 ins 10.00 40.0	0
(2-2), 8 to 14 ins 14.00 110.0 NORWAY SPRUCE	U
(3-0), 8 to 14 ins 6.00 25.0	n
(3-1), 6 to 12 ins 10.00 40.0	0
X, 10 to 15 ins 14.00 90.0	0
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cal. or over 12.00 75.0	0
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(3-0), 8 to 12 ins 8.00 40.0	n
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(3-0), 8 to 12 ins 8.00 35.0	0
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humidity will already have taken their toll. It is not at all uncommon to see dead roses, shrubs and other plants on sale in the stores with neither the management nor the customers being aware of their condition. The common practice of selling dead nursery stock in stores, either through ignorance or cupidity, has led to the passage of so-called viability laws in several states. These laws invest the nursery inspector with authority to remove nonviable nursery stock from sale, not only in stores but wherever it is found.

Faulty Outdoor Stock

After you have examined the nursery stock on sale inside the supermarket, take a good look at what you are likely to find outside. Often you will find fruit trees or shade trees too large or bulky to occupy valuable space inside the store. These will be root wrapped in packages large enough only for trees several sizes smaller, and you wonder what became of the rest of the roots. There may be evergreens four or five feet high with balls about the right size for trees half that size. Note also the limited assortment.

If you find that these trees are being given proper care, you will have encountered an exception. It is more likely the fruit trees and shade trees will have been exposed to the sun and wind. There will be no protection to the balls on the evergreens. If these trees were grown in heavy soil, the balls will be as hard as rocks; if in sandy soil, they will be flat and loose with the tops drying up and the foliage shattering.

Perhaps the worst practice of which many supermarkets and some department stores are guilty is that of selling nonhardy stock or stock otherwise unsuited to the locality. It is likely that their buyers do not know any better, but their sources of supply cannot be excused for the same reason. Plants which are hardy only in the south are often found on sale in the north. Conversely, plants which will survive only in the cooler climates are often for sale in the areas where the high summer temperatures would insure their death the first season. Such practices, aside from being dishonest, are a distinct disservice to the public.

Chains Have New Costs

One of the reasons given by many garden center operators for their great concern about supermarket competition is the fact that some of the latter are establishing garden centers of their own. This is being



	Each
Andorra Juniper, 6 to 8 ins \$	0.05
Burk Juniper, 6 to 10 ins	.10
Blue Hetz Juniper, 6 to 10 ins	.05
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Euonymus patens, small or medium	
leaved, 8 to 10 ins	.04
Euonymus coloratus, 6 to 10 ins	.04
Pyracantha Kasan, 5 to 6 ins	.05
Pyracantha lalandi, 5 to 6 ins	.05
less than 300 total order	

2c more per plant.

Less than 50 of any item, 4c more per plant.

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done not only by supermarkets but by department stores and syndicate stores as well. These garden centers are being set up for the most part because the stores are beginning to realize that they cannot do a good job selling nursery stock without proper facilities.

In most cases these garden centers are being built away from the parent stores. This does away with the major advantage of the supermarket or variety store-that of built-in traffic. In order to overcome this, the store-owned garden centers will have to advertise just the same as the independents. Furthermore, they will be forced to employ personnel that is qualified to give the customer the service and advice that will be demanded. No longer will they benefit from impulse buying. The customers who go to garden centers are looking for better nursery stock than they can find in the store-better in quality and better in condition. These customers will also expect to find sales personnel qualified to give them the information and the service they

Thus, supermarkets and syndicates that build their own garden centers have had to invest substantial sums to build the garden centers, they

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SHERMAN NURSERY CO. CHARLES CITY, IA.

have had to hire more and better trained personnel, they have had to advertise to get their share of the business and they have had to upgrade the quality of their merchandise.

These are all expenses which they did not have when the nursery stock was being sold in the stores or outside on the parking lot. It is perfectly obvious that they will no longer be able to sell at cut prices. In other words, they are offering less severe competition. They will also have the disadvantage of having to operate with hired managers (where will they get experienced ones?) while the independent operator usually is his own manager.

It has been suggested that the

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large mercantile organizations with vast financial resources will be able to gain a great advantage by buying in large quantities. There might be some advantage in this, but it would be only slight. Good-quality nursery stock cannot be produced on the assembly line.

Investigation has shown that many supermarkets have given up the handling of nursery stock. The managers usually know nothing about plants, but they soon become aware that what they have for sale is not hardy or is in bad condition or even dead. If these managers are at all conscientious, this troubles them and they wish they were out of the business.

Supermarkets have many com-

Nurserymen-take these 3 easy steps to profitable nursery-stock production



Plant on right received one tablespoonful of "Uramite". This plant will sell faster and bring a better price. Note larger leaves and improved compactness, compared with the conventionally fertilized plant on left.

1. Nitrogen feeding with Du Pont URAMITE®

Nitrogen is the most important single element in your fertilization program. "Uramite" ureaform fertilizer releases nitrogen to your stock at the slow, steady rate that assures healthy, sturdy growth and vitality. It's odorless, clean, free-flowing and easy to apply. To make sure all your nursery stock, indoors and out, gets the nitrogen it needs, apply Du Pont "Uramite".



The second row was sprayed with "Kloben". It is weed-free and will not have to be hand-hoed or cultivated. No danger of mechanical injury from cultivation or weed overgrowth in wet weather.

2. Weed Control with Du Pont KLOBEN®

Control chickweed, crabgrass, lamb's-quarters and other weeds and grasses in such plantings as arborvitae, forsythia, honeysuckle, juniper, privet and yew with Du Pont "Kloben" neburon weed killer. "Kloben" eliminates the danger of mechanical injury from hoeing or cultivation. And weed elimination reduces dieback of lower branches, assuring more symmetrical growth.



This young apple tree is not saleable now because it has been severely damaged by rabbits. One application of "Arasan" 42-S, costing a few pennies, would have protected this investment.

3. Protection from deer and rabbits with Du Pont ARASAN® 42-S

Stop animals from damaging your stock. Apply Du Pont "Arasan" 42-S repellent to fruit trees, ornamentals, shrubs and other field plantings. "Arasan" 42-S is easy to apply, either with a brush or as a spray. One application will keep gnawing animals at bay for three to six months.

These three Du Pont products for nursery production will make your job easier and help you improve the quality of your stock. See your dealer now.

On all chemicals follow labeling instructions and warnings carefully.



PETTED THINKS FOR BETTER HANDS

NURSERY PRODUCTS

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NOW! You Can Grow and Sell the **Augustine Ascending Elm** with CONFIDENCE because it's FULLY GUARANTEED!

OUR GUARANTEE: Tests conducted by scientists lead us to believe that this tree has a very strong resistance to elm disease. The experience of thousands of satisfied people who own them supports this finding. We theresupports this finding. We therefore make this guarantee to our
customers: Any Augustine Ascending Elm Tree (after proper care)
which dies within three years
from the date of your purchase
because of any virus or fungus will
be replaced FREE by another tree
of the same size as when purchosed, by Augustine Ascending
Elm Associates, Inc.

THE AUGUSTINE ASCENDING ELM WAS DISCOVERED 40 YEARS AGO!

BEAUTY . . . stately columnar form; straight, slim trunk; large-leaved rich green foliage; symmetrical limb and twig pattern for year-round

elegance.

STRENGTH . . . upslanted branches to sturdly withstand wind and weather; deep downgrowing roots for firm anchorage; vigorous resistance to fungus or virus disease and to drought.

ADAPTABILITY . . . compact structure and dependable uniformity for matched landscaping effects; neat, grazeful look for specimen plantings; narrow, upright shape permits close planting for windbreak or enclosure.

195; narrow, upright anape permits asses principles of the provided party for windbreak or enclosure.

JUNIQUE SUITABILITY FOR STREET LANTING. .. economy as to price, planting out and maintenance requirements; deep, narrow out system to avoid sidewalk cracking; slender, ising form without overhang to prevent traffic

obstruction. ● RAPID GROWTH . . . just 5 years from

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plaints about plants that fail to grow. If the customers who make these complaints are not given satisfaction, they are likely to buy their foods elsewhere. After all, the supermarkets are in the business of selling beans, coffee and sugar. They cannot risk having too many disgruntled customers. On the other hand, too many adjustments could take all the profit out of the nursery stock sales.

Trade Outlets Offer Contrast

In contrast to the supermarket type of operation are the garden centers operated by nurserymen who know their business. The assortment of plants offered for sale is adapted to the area. The customer can be confident that the plants on sale are the varieties he ought to have. They are of good qaulity and are being given proper care. With reasonable attention on the buyer's part, they will give him satisfactory results.

He does not have the disheartening and disillusioning experience of discovering too late that what he has planted is not hardy or is unsuited to climatic conditions. The customer who needs help with his planting problems-and most of them do-receives expert advice at the garden center. He can find out what to plant, how to plant it and what care to give it after planting.

The well-run garden center renders a valuable service to the community. Before the days of the garden center the plant-minded person had to drive to the nearest nursery, which might have been a county or two away. After he got there he had to wait for the plants he wanted to be dug. Often there was no nursery within driving distance. If no salesman from the agency nursery called on him, he had to send off to a mail-order house.

Today he can drive to the nearby garden center for all the plants, accessories and advice that he needs. Local retail nurseries, mail-order houses and agency firms continue to render valuable service, but the garden center, because of its strategic location and method of operation, has distinct advantages over the others.

Overlapping Sales Lines

There are many garden center operators who feel that supermarkets and other merchants have no right to compete with them. There was a time when the lines were clearly drawn in retailing. The drugstore was a place where drugs only were on sale, the hardware stores confined their efforts to the sale of hardware and clothing stores sold only cloth-



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 3-yr., 12 to 15 ins., light.
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 8.00

Mahonia aquifolium 1-yr., S. 6.50 50.00

Will accept orders for fall of '61 and spring of '62. No packing charge.

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Perfect Landscape Material

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5	to	6	ft.,	B&B.									11.00
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LLMAN WREATH RINGS AND MACHINE

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Why continue to hand-wrap evergreen wreaths? You will find, as many thousands have already discovered, the time you save will amaze you when you make Christmas Wreaths the Hillman

Simply insert your Hillman machine into a table slot or clamp it to the outside of a bench. The Hillman machine is completely portable; when All machine parts are guaranteed, regardless of the year purchased; any broken part will be replaced without cost. (Springs are free.)

HOW TO INSTALL THE WREATH MACHINE

- I. Make sure the connecting rod is straight up and down.
- Foot pedal must touch the floor before the jaws are completely closed.
- Adjust the cams on the sides of the jaws so that the clip fits snugly.
- 4. Adjust the jaws when you use a different size clip.
- 5. Oil moving parts occasionally.



Anyone can operate a Hillman Wreath-Making Machine thereby reducing the need for experienced labor. Here is the answer to the problem of meeting heavy demands for the Christmas Season. Wreaths, Roping, Sprays, Crosses and Grave Blankets can all be made the Hillman way.

To Make a Wreath -Follow these Instructions



Step 1. Place clip of ring into jaws of machine. Place greens into clip and step on foot pedal to close clip over greens.



Step 2. Repeat same operation as you move clockwise. The amount of greens in each clip depends on whether the wreath is light or



Step 3. To finish wreath, lift first handful of greens with right hand and place last bunch of greens into last clip with left hand. After closing clip allow first greens to fall into place.

Instructions for Extra Large Wreaths

Any size wreath up to 6 feet can be made. See illustrations 1, 2 and 3.







- I. Cut Hillman rings with wire cutter and place under plain ring.
- 2. Complete one section with Hillman ring at a time.

OTHER USES FOR RINGS

- 1. Good or defective rings can be used to make up crosses or grave sprays.
- 2. Cut rings apart and straighten to size desired.
- 3. In making sprays, skip every other clip.
- 4. In making crosses, skip one section where greens

Jobbers from Coast to Coast — Write for Free Brochure.



Now offering in top-quality condition in the proven MN pot-grown liners is the most versatile group of plants in the nursery. Besides their hardiness and their ability to withstand even the most adverse conditions when once established, they make a glorious display of color lasting longer than normally expected. The brilliantly colored red or orange berries provide marvelous accent when the plants are used . . . as clipped hedges of color, as a screening for privacy, dramatic espaliers along a wall, as tall pyramids of color accent, as a creeping ground cover or bank planting, and more recently trained as small trees of striking

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1000 PLANTS 500 PLANTS

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- I. All plants must
- variety. 2. All plants must
- container size. 3. All plants mus at one time.

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Quantity	Size	Variety	Total
	PYRACANTHA 'Brilliant' (Pat. #1959) (6) C		
		PYRACANTHA coccinea lalandi 'Monrovia' (4) C	
		PYRACANTHA coccinea 'Wyatti' (4) C	
		PYRACANTHA 'Government Red' (6) C	
		PYRACANTHA 'Kasan' (4) C	
		PYRACANTHA 'Rosedale' (TMR) C	

PLEASE SHIP IMMEDIATELY

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SIGNED: NURSERY:_

ADDRESS:

STATE: Cash with order unless you have an open account.

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Number following description refers to minimum temperature "Hardiness Guide." See pages 46 and 47 of your MN General Catalog MAN

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WE SHARE YOUR SHIPPING COSTS ON (POT-GROWN LINERS...!

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21/2" *RP AND 3" POT - 24

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21/4" POT — 3¢

21/2" *RP AND 3" POT - 5¢

5

AND 3" POT - 24

PYRACANTHA 'Brilliant' (Pat. #1959) (6) C

A 'brilliant' red berried Pyracantha proven to be one of the hardiest . . . a coccinea and crenata hybrid. Thickly branched plants dressed in rich green foliage. White flowers heavily cover the plants in spring followed by abundant large bright red berries that are retained for long periods.

21/4" Pot ... 25

PYRACANTHA 'Government Red' (6) C

A colorful hardy Pyracantha with a thick full vigorous, upright growing habit. Large, evergreen, bright green leaves back the large, bright, orange-red berries produced in early fall.

21/4" Pot 18

PYRACANTHA coccinea lalandi 'Monrovia' (4) C

Large, lustrous rich orange berries on long lasting sprays make this selected strain one of the most widely planted of the hardy Pyracanthas. The profusion of berries in the fall backed by rich green foliage on a superior erect habit creates a truly magnificent plant.

21/4" Pot ... 18

PYRACANTHA 'Kasan' (4) C

Pleasing, bright, glossy green foliage backs the lovely orange-red berries produced in fall and retained late into winter. This hardy variety is of a stiff upright habit, heavily branched.

21/4" Pot ... 18

PYRACANTHA coccinea 'Wyatti' (4) C

Abundant orange-red berries produced in early fall on this Pyracantha of a hardy nature with dark green evergreen foliage. A showy, desirable, upright, full growing plant with unlimited uses for hedges, color or foundation plantings. Will tolerate poor soil.

21/4" Pot ... 18

PYRACANTHA 'Rosedale' (TMR) (7) C

Long arching branches are densely covered with deep green foliage. The bright red berries are the first to turn color in the season on any variety. A highly versatile plant, often considered the most beautiful of all Pyracanthas.

21/4" Pot ... 18

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ing. Today these lines of demarcation have disappeared. Some socalled drugstores are nothing but department stores. Dime stores sell clothing, hardware, food, furniture and jewelry. Grocery stores feature drugs, housewares and clothing.

Thus, every merchant has competition from every other merchant. Much of it is cut-price competition. But that does not put the specialty man out of business. Jewelry stores flourish in spite of junk jewelry sold by dime stores and department stores. Clothing stores stay in business in the face of competition from supermarkets. Hardware stores still hold an important place in the economy, regardless of the housewares offered by drugstores.

As a matter of fact, nearly all garden centers compete with other merchants whose businesses were old and respected long before anyone every conceived of a garden center. The garden tools they sell compete with similar items in hardware stores; the insecticides and fungicides at one time were found only in drugstores; their house plants compete with florists' and their seeds with seed stores' stock. Yet no garden center operator would admit he had no right to sell these items. Where does one draw the line?

Why are clothing, jewelry, shoe, hardware, appliance and other specialty stores able to stay in business and thrive in spite of cut-price and cheap competition? The reason is simple; they are the ones who know their business the best. They alone are able to supply the high-quality merchandise and give the expert service still preferred by most customers. And the same reasoning applies to garden centers.

The most successful garden center operators are those who are so busy running their own businesses that they give little thought to cutprice competition from whatever source. They know there is a big market for high-quality nursery stock backed up by service and a sincere desire to give the customer all the help he needs. Such business is the least competitive and the most profitable.

DISPLAYED by the Long Island Nurserymen's Association at the Long Island fair September 9 to 17, was a landscaped patio and lawn arrangement.

ANNOUNCED for September opening was a retail plant business to be conducted under the name of Sim A. Parrish at 2504 Covenant road, Columbia 4, S. C.

500,000 JAPANESE BLACK PINE

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We get our seed direct from northern Japan, where centuries of growing on wind-swept shores have given these trees their tendency to be short, full, compact and a beautiful dark green.

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3-yr., S., 10 to 15 ins.		100.00
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4-yr., T., 18 to 24 ins., full		500.00
5-yr., T., 24 to 30 ins., full		1000.00
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		Each
2 to 3 ft., B&B		
3 to 4 ft., B&B, wide		7.50
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6 to 7 ft., B&B, sheared		10.00
7 to 8 ft., full, B&B, sheared		
9 to 10 ft full D&D showed		20.00
8 to 10 ft., full, B&B, sheared		30.00
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3 to 4 ft., full, B&B, sheared		6.50
4 to 5 ft., full, B&B, sheared		
5 to 6 ft., full, B&B, sheared		
6 to 8 ft., full, B&B, sheared		
8 to 10 ft., full, B&B, sheared		
		. 00.00
Pinus nigra		
2 to 3 ft., sheared		
3 to 4 ft., sheared		
4 to 5 ft., sheared		10.00
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WRITE FOR CATALOG

Three Hardy Trees for North Central Plantings

Preliminary reports on woody ornamental and shelter plants for the north central states, as part of the co-operative north central region plant introduction project, cover the Dropmore elm, Siberian elm and redbud.

Dropmore Elm

The Dropmore elm, a form of Siberian elm, Ulmus pumila, was introduced from Harbin, Manchuria, by Skinner's Nursery, Ltd., Dropmore, Manitoba, Canada, and 52 plants were supplied by the Inter-State Nurseries, Hamburg, Ia., and were sent to 21 planting sites in seven states—Iowa, Kansas, Minnesota, Nebraska, North Dakota, South Dakota and Wisconsin.

Plants derived from this introduction sustained a zero temperature in 1942 at Dropmore. When temperatures of -50 and -55 degrees were recorded in subsequent winters, the Dropmore elms were alive and grew from the tips of their twigs the following spring, while adjacent Siberian elms previously thought hardy for Manitoba were killed.

The leaves of the Dropmore elm are somewhat thicker than normal for the Siberian elm, and its bark is light gray in color. The tree tends to be somewhat bushy, affording low protection against wind. It is recognized as drought-hardy and free from alkali-induced chlorosis.

Some failures were reported in the Dakotas in the project, although plantings of the Dropmore elm made previously had succeeded. Hence the strain is recommended for Nebraska and states farther north. It has been used mostly for shelterbelt and windbreak plantings. It also has potential use in highway plantings, as a specimen tree or as a hedge plant. Since the plant is not susceptible to cold injury in the nursery row, due to inherent hardiness, it is considered that difficulties in its establishment may be related to handling the plants while out of the ground, as in digging, overwinter storage, shipment and handling prior to spring plant-

Siberian Elm

The Siberian elm, Ulmus pumila, is not a new tree, having been introduced from Asia about 1860. It is a medium-size tree or large shrub with

rough bark and slender branchlets, gray or grayish brown and brittle. Plants used in the study were 2-year 2 to 3-foot seedlings from an Iowa nursery, reshipped from the regional station to 18 planting sites in eight states.

The Siberian elm is known for its considerable resistance to Dutch elm disease and phloem necrosis virus and its tolerance to high alkaline soils. Its rapid growth gives quick effect, and several hardy strains are available for northern areas, including those known as Dropmore, Harbin and Chinkota, which were grown from seeds originally collected from the northern part of the Siberian elm range.

The survivals in the plantings are not considered conclusive, because of the losses caused by accident. The fifth-year shoot growth averaged from eight to 50 inches, about half the latter figure down to 12 or 15 inches being common.

Seeds of the foregoing strains are

more desirable than those seedlings which mature late in the season, as is often the case from seeds originally obtained from the milder parts of China. Such Siberian elms are subject to freeze injury during extreme temperature changes which accompany late fall blizzards. While they may pass as satisfactory for years in northern sites before a critically severe storm, the presence of tender trees is a threat to the success of a shelterbelt or windbreak planting. For those purposes the Siberian elm is most recommended, although it has been widely used for street, lawn and park planting in many localities.

According to the tests, the range of the Siberian elm is limited on the west to the extremity of Kansas and Nebraska and on the north by a line drawn hence halfway through South Dakota and through the lower portions of Minnesota, Wisconsin and Michigan.

Redbud

The redbud, Cercis canadensis, is native to the north central region in all the states in the project but North and South Dakota, Minnesota and Wisconsin. It was first taken from the wild in 1641.

Plants grown to planting size from seeds taken from trees established at

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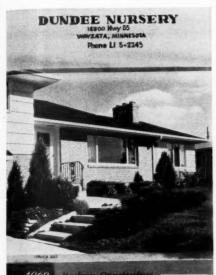
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HARDY ENGLISH IVY, HARDY BALTIC IVY

Rooted cuttings for landscape planting. \$7,50 per 100; \$65,00 per 1000. Peat pots, \$18.00 per 100; \$150.00 per 1000.

BEARDSLEE NURSERY Perry, Ohio

TOP-GRADE NURSERY STOCK

From Liners to Landscape DUGAN NURSERIES, INC. Center St. Perry, Ohio

"TREES THAT PLEASE" Seedlings

Write for price list.

PLUMFIELD NURSERIES

the Twin cities, Minnesota, by members of the university staff in horticulture were distributed, 51 in 1954 and additional plants in 1957. the former in seven states on 19 sites. The 1957 plantings did not prove successful.

The value of the redbud is as an ornamental large shrub or small tree. It may be grown rapidly into a small tree or a broad round-headed large shrub with one to several stems. The leaves are large, but the shape is in contrast to that of commonly planted trees and shrubs. Numerous pealike flowers in shades of pink and rose occur before the leaves, in clusters along twigs and moderate-size branches.

Evaluation of survival plantings had to be made by grouping the redbuds into two categories, based on hardiness. Growth on the hardy plants was considerably less than that of tender plants, which made as much as 30 or 36 inches fifth-year growth in South Dakota, Wisconsin and Minnesota. But the larger plants were not considered desirable because of frequent winterkilling and the coarse sprouts that developed from live wood in the lower part of the crown.

While the natural range of the redbud is to the lower tips of the Great Lakes and west to Iowa, it was found reliably planted a little north and west of this range.

But seeds from hardy trees do not produce hardy plants, hence the necessity for vegetative propagation of superior clones. Incidentally the tree is quite susceptible to injury from 2,4-D.

CHRISTMAS SALES AID [Continued from page 11]

materials do not move so well as expected as the season progresses, they can generally be pushed successfully at the Assinippi garden center by being featured in arrangements that the staff makes and thus stimulates interest in them.

A large outdoor sign well illuminated by a garland string of lights calls attention to the Garden Craft's specialty in do-it-yourself decorating materials. Equally important, though, is Dorothy Wright's missionary work in early fall. She goes out to club and church groups in September and October to give talks on decorating for Christmas, demonstrating by making up four or five arrangements. This stirs up enthusiasm for making one's own decorations and lets the groups know that Garden Craft is the place to go AN

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If you want increased tractor work-output in a fast, rubber-tired machine with multiple-job usefulness, step-up to a Case 530 Utility Loader. This heavy-duty tractor unit gives you added dig-power, brilliant performance, powerful high-lift loader...yet within the same approximate dimensions, same short-turn maneuverability, and same fine control you get in smaller-capacity rigs.

Strong push-pull power for grading, digging, drawbar, and loader work is provided by Case-built high-torque gasoline or diesel engine, plus extra grip with special "All-Traction Utility" tires. You get heaped bucketloads fast, lift 2000 lbs high, dump with over 9' clearance for quick back-up from high trucks. You finish all jobs quickly because 530 maneuvers fast... reverses direction instantly with standard shuttle transmission... backs up 24%

faster than forward... turns sharp with power-steer ... travels job-to-job at 18 mph.

All kinds of interchangeable attachments are available for the 530. You can mount a pallet fork on the loader arms... handle specialized tasks with log fork, crane boom, dozer, or manure-rubbish fork. In addition, rear implements for grading, levelling, soil preparation, seeding, and all agricultural tasks, are quickly mounted on a rear hydraulic hitch. Hydraulic-controlled tools are operated by a special "landscaper" valve that gives you the most precise and easiest-to-work implement adjustment you've ever experienced.

See and try this brawny 530 Loader on your own work. Call your Case Dealer for free demonstration. Or for complete information write to J. I. Case Co., Racine, Wis., Dept K 1611.

CU-L-276



You get extra usefulness from your Case 530 loader with this pallet fork, interchanged on loader in 5 minutes. Handle stock, sod, fertilizer, flats and equipment; transport materials anywhere on your land, travel on highways, or unload trucks at job site to save time, wages, and back-bending toil.

CASE

J. I. CASE CO., RACINE, WIS.

PEACOCK NURSERIES



EVERGREENS SHADE TREES

Wholesale Growers
Write for price list.
721 S. Cleveland-Massillon Rd., Akron, 0.
Phone MO 6-4922

EVERGREENS

		Each
	5 to	
	24 8	ind up
Taxus hicksi		
18 to 24 ins., B&B	.\$2.50	\$2,25
24 to 30 ins., B&B	. 3.00	2.75
Hemlock		
2 to 3 ft., B&B	. 3.00	2.75
8 to 4 ft., B&B	. 3.75	3.50
Hetz Juniper		
18 to 24 ins., B&B	. 2.15	2.00
24 to 30 ins., B&B	. 2.50	2.25
Pfitzer Juniper		
18 to 24 ins., B&B	. 2.25	2.00
24 to 30 ins., B&B	. 2.75	2.50
Andorra Juniner		
18 to 24 ins., B&B	. 2.25	2.00
24 to 30 ins., B&B	. 2.75	2.50
Greek Juniner		
3 to 4 ft., B&B	. 2.00	1.75
Irich Juniner		
3 to 4 ft., B&B	. 2.00	1.75
Elegantissima Arborvitae		
3 to 4 ft., B&B	. 2.75	2.50
Globe Arborvitae		
12 to 15 ins., B&B	. 1.50	1.30
15 to 18 ins., B&B		
18 to 24 ins., B&B	. 2.50	2.25
White Spruce		
4 to 5 ft B&B	. 4.50	4.25
5 to 6 ft., B&B		

TREES

Sweet Gum		
4 to 5 ft., B&B	2.25	2.10
Mountain Ash		
6 to 8 ft., B.R	2.50	2.00
Silver Maple		
6 to 8 ft., B.R	1.50	1.10
White Ash		
6 to 8 ft., B.R	2.00	1.75
Canoe Birch		
6 to 8 ft., B.R	2.50	2.25
Magnolia soulangiana		
3 to 4 ft., B&B	3.75	3.50
Magnolia rustica rubra		
3 to 4 ft., B&B	3.75	3.50

For quality, try us

NOTICE

As a special introductory offer to new customers if your first order from us consists of a full truckload, we will make free delivery up to 200 miles. Limit of one free delivery to a customer. Additional orders will be delivered at your expense.

NORTHERN-GROWN STOCK

Evergreen Liners
Ornamental Shrubs
Fruit Trees
French Lilacs
Caliper Shade Trees
Ornamental Trees
Philadelphus Minnesota Snowflake

Send for complete list.

J. V. BAILEY NURSERIES

1325 Bailey Rd. St. Paul 19, Minn.

NORTHERN-GROWN EVERGREENS

3 to 6 ins., Seedlings
Balsam Fir, \$15.00 per 1000
White Spruce, \$15.00 per 1000
List on Request
C. WILSON'S NURSERY
Pembine, Wis.

for the materials. Mrs. Wright used to give her services at no charge, but now asks a nominal fee. This helps to cover expenses and, furthermore, she has found that people place a higher value on her services because there is a charge.

Items Made to Order, Also

The other feature at Garden Craft, that of making up Christmas pieces to order, consists mainly of items that customers see illustrated in magazines and wish to have copied. The center also does some custom work for banks and retail stores. This has proved to be a reliable source of new business, since many persons admire the custommade pieces and inquire where they came from, later becoming customers at Garden Craft. Some of the stores permit their employees to hand out Garden Craft business cards to those who make inquiry about the decorations.

To this same end the promotionminded partners of the Assinippi garden shop give Christmas corsages to some of the girls working in stores or banks in their area. The girls let many people know where the corsages can be bought.

One of the outstanding custom pieces produced at Garden Craft during the 1960 holiday season was a wreath, eight feet high, covered with Della Robbia fruit. It took the entire staff a whole day to create this wreath, and the principal problem encountered was getting the fruit to stay on. This piece was displayed in a store window, where it drew much comment and earned valuable publicity for Garden Craft.

Another source of publicity comes from the special pieces that Mrs. Wright creates for large private homes which are opened to the public for Christmas tours to raise money for worthy causes. At times these custom pieces have been photographed for use in the local newspaper, and Garden Craft is thus favored with editorial mention.

Besides the unusual features that Garden Craft has to offer at the holiday season, the flow of traffic there results also from other factors. Right after Thanksgiving day the owners light up their shop every night so that motorists on well-traveled Route 3 will be well aware of the Christmas decorations. At a lighting cost of slightly over \$60 for the holiday season, the program has proved a sound investment.

But when discussing what draws their customers, Don Wright adds: "In the last analysis, it is word-of-

Plant these MONEY-MAKERS

BEAUTY BUSH

Kolkwitzia amabilis 2-yr., 9 to 12 ins. \$ 15.00 per 100 \$125.00 per 1000

RED-LEAVED SMOKETREE

Selected seedlings 6 to 9 ins.

\$ 17.50 per 100 **\$150.00** per 1000

NEWPORT NURSERY CO. Newport, Mich.







BE SURE TO ADD ILGENFRITZ WINNERS

To Your Rose Selections for '62
DRESDEN BROCADE
BINGO PURE GOLD
PINK FRAGRANCE

Best Bet for 1962 — our NEW Rose Introduction

MIRACLE (Plant Pat. No. 1863)
The Amazing
"Boutonniere" Floribunda

THE MONROE NURSERY CO.

Ilgenfritz Since 1847

Box 665-A Monroe, Mich. Phone: 313 CHerry 1-6100

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NURSERY

PAINESVILLE, DHIO

IN





"SLIP-ON"® E-Z LABEL

Fast application. Heavy duty. Double strength. Water-proof. Fadeproof. Red, green, yellow. Red, green, yellow, orange, blue, white.



ROLL VINYL

PLASTIC

4, 5 and 7-in, widths*
910 thickness 250 to 300 yds. per roll.
Roll 4-in, approx. 20 lbs.
Roll 3-in, approx. 25 lbs.
83.60 per lb.

F.O.B. Daytona Beach.



TY-ON AND PLASTIC LABELS

Durable, waterproof. 6 fadeproof colors. Imprinting addition-

Patented locking device assures you a permanent, easily attached, adjustable label. Minimizes girdling the canes of either soft or hard wood plants. Guards against loss of labels. Absolutely waterproof. Will not wilt in hot weather.

wilt in hot weather.

Plain or varieties imprinted permanently

Add \$2.00 to imprinted prices if imprinting is desired on both sides.

Trade-marks billed at cost. Photos or black-and-white drawings must accompany trade-mark orders. Parcel-post shipment up to 20 lbs. Over 20 lbs., least expensive way possible—unless otherwise specified. All shipments F.O.B. DAYTONA BEACH, FLA.

Available in 6 fadeproof colors . . . RED, GREEN, ORANGE, YELLOW, BLUE, WHITE Imprinted

311	able in 6 f	ade	proof	Colors	 KED,	GKEEN,	OKANGE,	nprinted	BLUE, WI	7
	No. 25 (1/2×5	ins.)				Per 1000	Per 1000	Weight	
	1000	to	4000		 		\$5.50	\$7.00		
	5000	to	9000		 		4.75	6.25	I1/4 LBS.	
	10,000	to	49,000		 		4.00	5.50		
	50,000	to	99,000		 		3.25	4.75	PER 1000	
	100,000	or	more		 		2.50	4.00		
	No. 87 or	870	C (5/8x)	7 ins.)						
	1000	to	4000		 		7.50	9.00		
	5000	to	9000		 		6.50	8.00	21/4 LBS.	
	10,000	to	49,000		 			7.00		
	50,000	to	99,000		 		. 4.75	6.25	PER 1000	
	100,000	or	more		 		4.00	5.50		
	No. 47 or	47								
	1000	to	4000		 		8.50	10.00		
	5000	to	9000		 		7.50	8.75	3 LBS.	
	10,000	to	49,000		 		7.00	7.75		
	50,000	to	99,000		 		6.25	7.00	PER 1000	
	100,000	ОГ	more		 		5.50	6.25		
								*****	-	

87C and 47C in the above price list indicates "V" notch.

PRICE YOUR NAME HERE

SEND COUPON TODAY! P. O. Box 350 Daytona Beach, Fla.



ENCLOSED FIND \$.........FOR WHICH YOU MAY SHIP THE FOLLOWING ITEMS CHECKED BELOW BYEXPRESS;PARCEL POST;MOTOR FREIGHT;BEST WAY.

YOUR NAME (print) CITY..... ZONE.... STATE..... STREET NO...... R.F.D..... BOX......

SIZE	QUANTITY	IMPRINT NAME & ADDRESS	IMPRINT VARIETIES	IMPRINT TRADE-MARK	PRICE	
NO. 25						
NO. 87						
NO. 87C						
NO. 47						
NO. 47C						

Made in U. S. A.

IMPRINT MY "SLIP-ON" LABELS AS FOLLOWS:

*A VARIETY LIST IS ENCLOSED.....(yes or no).



"SLIP-ON"® E-Z LABEL NO. 2

Designed to minimize lost labels in FIELD and STORAGE. It is quickly applied and will accommodate Canes up to ¼ inch.



PROPAGATORS

Keep a record of plant progress and plant crosses right on the label, 1x6 ins. long. \$20.00 per 1000.



IMPRINTING MACHINES

Imprints permanent-ly 9000 plastic labels per hour. Automatic, compact. Rugged de-sign. Terms avail-

NORTHERN - GROWN STOCK

Strict Grading — Well Packed Satisfaction Guaranteed

There may be as good - none better.

SEEDLINGS

				3-yr.		
					Per	Per
Cole	ora	do l	Blue	Spruce	100	1000
6	to	10	ins.	8	5.00	\$ 35.00
4	to	6	ins.		4.50	27.50
Nor	wa	y S	pruc	B		
					4.50	25.00
Bla	ek	Spr	uce			
6	to	10	ins.		4.50	25.00
Bla	ck	Hil	ls St	ruce		
8	to	10	ins.		5.00	40.00
6	to	8	ins.		4.50	35.00
3	to	6	ins.		3.50	25.00
Wh	ite	Pin	10			
4	to	8	ins.		4.00	27.50
			Pine			
					5.00	35.00
				French		
					4.00	22.50
Pon	de	089	Pin	0		
6	to	9	ins.		4.00	30.00
			ine			
					4.00	30.00
				nowy Mt.		
6	to	R	ing		4.00	25.00
					3.50	20.00
Doi	els	is I	ir. t	axifolia		
					4.50	30.00
					4.00	25.00
				Tyrolean,		
		red				
					6.00	40.00

TRANSPLANTS

INAMOLE	AITIJ
3-уг., 2	
Colorado Blue Spruce	
8 to 10 ins	18.00 114.00
6 to 8 ins	15.00 110.00
4 to 6 ins	12.00 90.00
Black Hills Spruce	
8 to 10 ins	18.00 125.00
6 to 8 ins	15.00 100.00
4 to 6 ins	12.00 80.00
Norway Spruce	
10 to 14 ins	12.00 100.00
8 to 10 ins	
grafting grade, 3/16	
to 1/4-in. cal	10.00 70.00
Mugho Pine, sheared.	
2-yr.	
4 to 6 ins	15.00 125.00
Austrian Pine	
8 to 12 ins	12.00 110.00
Douglas Fir	
6 to 8 ins	12.00 100.00

Write for prices on 10,000 or more

J. R. PALMER & SON

Blackduck, Minn.

Peach
Hydrangea P. G.
Hydrangea P. G. (Layers)
Hydrangea P. G. (Tree Form)
Ornamental Trees
Grapevines, 1-yr.

We solicit contract growing.

Thorne Brewster

WILLOWBEND NURSERY



EVERGREENS

Growers of Quality Evergreens Lining-out Stock a Specialty Write for Trade List

EVERGREEN NURSERY CO.
Established 1864 : STURGEON BAY, WIS.

mouth advertising that brings in most of the people. It is not effective to advertise our Christmas specialties by means of such media as newspaper or radio, because our things must be seen to be appreciated. Our satisfied customers show their friends and relatives the pieces they buy here, and this brings in the others."

Specific Benefits Listed

In summing up the benefits resulting from his firm's promotion of do-it-yourself Christmas decorating and the offering of custom work, Mr. Wright lists the following:

1. Previously the real Christmas rush began just about two weeks before the holiday. Now there is plenty of activity right after Thanksgiving day. Church groups place orders in October for the materials for wreaths, corsages, table pieces, etc., to be sold at fairs in November.

2. Sales of Christmas materials continue right into January and February, traditionally quiet months at garden centers in New England. At Garden Craft the holiday items are not packed away right after Christmas. Many people, they find, will buy them for decorating their New Year's parties. Marked down in price after the first of the year, the artificial materials sell briskly to church and club groups, which store them until fall and use them along with the new materials that they buy at that time.

3. The unique Christmas displays bring in new customers each year who later return in spring as buyers of garden supplies. The owners of Garden Craft estimate that about 60 per cent of the people who buy Christmas items return in spring for horticultural needs. It works the other way, too. By displaying Christmas materials early, the shop is able to woo the garden-minded customers for the Christmas trade.

4. The great attraction of the Christmas displays enables Mr. Wright and Mr. Nelson to draw many customers from a 30-mile radius, which is greater than normal for a garden center in a small area like eastern Massachusetts with no scarcity of garden shops. Furthermore, it attracts a quality-minded clientele, which in turn benefits the over-all operation.

5. Garden Craft has attained two desirable goals. The first is an uninterrupted annual rise of sales volume in Christmas goods, so that over a 6-year period the holiday dollar volume has approximately doubled. Second, it has made December second only to May as the leading sales

EVERGREEN SEEDLINGS and TRANSPLANTS

W. S. YOE NURSERIES

Beautifully Shaped Evergreens

WHITE PINE SCOTCH PINE RED PINE NORWAY SPRUCE

3 to 7 ft., B&B

White-Glowering Dogwood

Single-stem specimen trees and choice multiple stems. Transplanted, heavymatted root systems. 3 to 8 ft.

See classified ad under Evergreens B&B

Wade CHRISTMAS TREE FARMS

Route 1, Bellville, O.

Phone: Butler, TU 3-3874 . Van R. Wade

POTTED LINERS AND TRANSPLANTS

Taxus, Pfitzers, Andorras Send for list.

LITTLEFORD NURSERIES

Vincennes, Ind.

The GREENING NURSERY CO.

- Evergreens Ornamentals
 - Packaging Machines

Monroe, Michigan

Mr. Pitzonka tells how he lowers production costs and gets better plants...



November 29, 1960

Stauffer Chemical Company Eastern Agricultural Chemicals Div. 1 East 47th. Street New York 17, New York

Gentlemen:

The perennial plant business is an important segment of our activities. Producing quality plants, at the lowest possible production cost, is a main factor with us.

Weeding was one of our higher operating expenses until we began treating our beds with Stauffer's Vapam. A field of perennials required many hours of labor which naturally added up to many dollars by the end of the growing season. Stauffer's Vapam has now controlled our weed problem so very well that a three man crew can now walk through and remove the weeds by hand in a small fraction of the time formerly spent.

Along with the money savings with labor, we feel that with this reduction in weed competition, plant growth has been increased. This is reflected in the higher sales we are getting from the Garden Centers and Nurserymen we supply.

Sincerely,

Pitzonka's Pansy Farm & Nursery

W. W. Pitzonka

WIPHEA cc: R. Sutton

Cleaning your soil with VAPAM® soil fumigant to get rid of weeds, weed seed and other soil pests is another way your PROFITS GROW WITH STAUFFER CHEMICALS.



SALESYARD AND LANDSCAPE SIZES

TAXUS

Adams columnaris Andersoni Capitata Cuspidata Densiformis Halloran Hatfieldi

Hicks Hiti Intermedia Wardi

JUNIPERS

Burki Canaerti Compact Pfitzer Glauca Glauca hetzi Keteleeri Regular Pfitzer Scopulorum

SHADE AND ORNAMENTAL TREES

FALL

FOR THE MIDWEST

SPRING

Illinois-grown, transplanted, well-sheared, well-dug.
All hand-dug, B&B, with digging forms, assuring uniform solid balls.

Write or phone for more complete list and terms.

NORTHERN-GROWN, FAR ENOUGH SOUTH FOR EARLY SPRING DELIVERY.

ECONOMICAL TRUCK DELIVERY CAN BE ARRANGED.

H. B. HARTLINE FARM

(On U. S. 51, south of Carbondale, III.)

Makanda, III.

Growers of Heavy Landscape Material Shrubs

Evergreens Shade Trees

Write for List

BORK NURSERY

Onarga, Ill. Phone: AM 8-7267

ROSES

Quality and Service

MENTOR ROSE GROWERS, INC.

7711 Little Mountain Rd. Mentor, Ohio

ORNAMENTALS TREES SHRUBS EVERGREENS

Wholesale growers of a general assortment for the best landscape plantings.

BRYANT'S NURSERIES

Princeton, Illinois

ARMINTROUT'S EVERGREEN NURSERY ALLEGAN, MICH.

Seedlings—Transplants Finished Stock Send for price list.

The very best in Scotch Pine Christmas trees come from

Gatewood Christmas Tree Farms
Hart, Mich.

WE OFFER . . . Our General Line of SMALL FRUIT PLANTS

Let us quote on your requirements.

L. J. RAMBO'S WHOLESALE NURSERIES
Bridgman, Michigan

THE JOSEPH F. MARTIN CO.

- Dapline Cheorum and Low Evergreens
- Newest and Best Ground Covers
- Rare and Unusual Hardy Plants
- Write for complete descriptive list.

 P. O. Box 189 Painesville, Ohio

Finest Quality

PERENNIALS and SHRUBS Write for complete trade list.

KINGWOOD NURSERIES MENTOR, 0. month. This is a rarity among outlets of this type in New England.

Conditions for Success

Mr. Wright feels that a Christmas operation such as is carried on at Garden Craft can be promoted successfully at any garden center that has creative and quality-minded prospects to attract. However, he points out, three conditions must be met:

1. The dealer must take pains with his holiday displays. They must be different and eye-catching and, above all, they must offer some fresh, new ideas to customers.

2. The shop must stress the unique, the unusual. The dealer must offer items that are not seen

everywhere.

3. During the holiday season the shop must have sales personnel with some decorating know-how. They must have an interest in helping people with holiday decorating suggestions and have a sincere desire to give personal service. To hire a person who is simply interested in some extra income at Christmas is a mistake.

The above three conditions may require considerable effort to fulfill, but the rewards are ample.

NURSERY PLANS SALES OF PREPLANTED ROSES

Expansion of nursery facilities and a new marketing venture, distribution of preplanted rose plants, were plans announced for the coming year to employees at a dinner in July marking the second successful year of operation of the Five M Nurseries, Lindale, Tex. Leon Miller, proprietor, told the group then that as of October 1 of this year the nursery would have 35,000 square feet of floor space in which to operate.

One all-new structure, to be used for packaging roses only, is of three stories, having 16,000 square feet of floor space and an elevator. Two other buildings were purchased for rose storage, one offering 7,000 and the other 13,000 square feet of space.

A leader in the firm's sales program for the coming year will be Trail Blazer preplanted growing roses, Mr. Miller said. These will be planted in a balanced organic mixture, will be correctly pruned and will be held in a new easy-to-open package having a perforated tab at both ends to facilitate planting.

Mr. Miller designed the package and boxing of the new preplanted roses and expected to have for October use this year a special maIAN

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Get Your Seedlings From Vans, Michigan's Reliable Source



West Olive, Mich.

FREE CATALOG

New 1961 to '62 edition ready. Write for your copy.

SCOTCH PINES

		Per 1000
Per	Per	in 10,000
100	1000	lots

French Green

								\$10.00 18.00	
	(6	to 1	0	ins.		6.00	20.00	18.00
								25.00	
5	to	10) in	S.	. TP	 	8.00	40.00	35.00

Austria Hill

2 to 4 ins	5.00	18.00	16.00
6 to 10 ins	6.00	20.00	18.00
8 to 12 ins			

Scotch Highland

					\$		
Γ	4	te	8 0	ins.	 5.00	18.00	16.00
6	to	10	ins		 6.00	20.00	18.00
8	to :	12	ins		 8.00	25.00	20.00

Spanish

2 to 4 ins \$ 4 to 8 ins		
6 to 10 ins	6.00 20.00 1	3.00
8 to 12 ins	8.00 25.00 2	0.00
5 to 10 ins., TP	8.00 40.00 3	5.00

AUSTRIAN PINE

2	to 4 ins	Per 100 3.50	Per in	Per 1000 n 10,000 lots \$ 9.00
E	4 to 8 ins	5.00	18.00	16.00
6	to 10 ins	6.00	20.00	18.00
8	to 14 ins	8.00	25.00	20.00
6	to 14 ins to 10 ins., TP	10.00	50.00	45.00

NORWAY SPRUCE

24	to 4 in to 8 in	ns		 3.50 4.50	\$16.00 20.00	18.00	
Γ	6 to	10	ins.	 5.00	25.00	22.50	
4	to 8 i	ns.,	TP	 10.00	40.00 50.00	35.00	

WHITE SPRUCE

2	to	4	ins.						\$ 3.50	\$18.00	\$16.00
4	to	8	ins.						5.00	20.00	18.00
4	to	8	ins.	1	P				10.00	45.00	40.00
										50.00	

COLORADO BLUE SPRUCE

3	to	8	ins									$6.00 \\ 7.00$	\$20.00 25.00 30.00	22.00 25.00
Г		5	to 1	0	i	n	S	_			1	0.00	45.00	40.00
4													45.00	
													65.00	

ALSO Black Hills Spruce, Douglas Fir, Eastern Red Cedar, and other varieties. Container-Grown Stock, Ornamentals—all top quality. Write today.

chine, semiautomatic in operation, to package the roses at the rate of about 1,500 per hour.

A copyright on the package is held by Mr. Miller, according to a news report of the business expansion published in the Lindale News.

NEW HARDY PLANTS

Among new plants which the Wayside Gardens Co., Mentor, O., will introduce in the spring of 1962 are, besides several roses, Clematis Mrs. P. T. James, with large, double blue flowers composed of pointed petals; Gypsophila paniculata Pink Star from Australia, with large, double, pink flowers, which could be called an enlarged form of Rosy Veil, and Lavendula Gray Lady, somewhat lighter in color than Hidcote.

Other new hardy plants are Phlox Starfire, advertised as the most beautiful red phlox today, growing from two to three feet tall, depending on conditions; Vinca minor Miss Jekyll's White, small-leaved and very dwarf, but not a rampant grower, and Yucca flaccida Ivory Tower, the flower spike often five or six feet high, with flowers appearing quite low on the main stem, but instead of facing downward, growing upright and erect in downy panicles.

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PLANT NOTES HERE AND THERE

By C. W. Wood

Arabis Breweri

An eastern reader asks for a note on Arabis breweri, adding that he has read in a British publication that it is a good garden plant, coming originally from the western United States, I find little in my notes on the plant, except for the following brief mention of it from a 1937 field book:

"The west has several good wall cresses, perhaps the best that I have seen being Arabis breweri. This comes, I believe, from high peaks in California, though my seeds first came from England and later from Austria. It is a small thing, making neat little tufts of grayish leaves, over which are displayed sprays of deep purple flowers in June. The plants were lost during the spring of 1936, no doubt because of poor drainage in that particular frame (in the same frame were lost several plants of a wall cress which were under test as Arabis alpina roseabella), for it is said by my Austrian correspondent to be easily grown when given good drainage. Perhaps the scree would be the best place for it."

There are similar kinds in the far west-little shrubs or plants growing from a shrubby base-many of them with reddish-purple to dark purple flowers. All that I have tried are rather erratic in their garden behavior.

Penstemon Heterophyllus

An Illinois reader has asked about Penstemon heterophyllus. All I know about the species is that it is highly variable, running all the way from plants of prostrate growth to, so it is said in California, a shrub of five feet, usually in shades of blue and purple. With no more knowledge of the plant than I have, I am glad to turn to a bulletin of the American Penstemon Society, written by Ralph Bennett, from which I quote:

"This (heterophyllus) has stems about a foot high, somewhat woody near the base but never shrubby; narrow, dark green or bluish-green leaves, and violet-blue, brilliantly colored flowers in floriferous racemes. There are two subspecies. The typical subspecies is probably not in cultivation. Mr. Haas said. 'It is somewhat lower-growing than

purdyi, more compact and more floriferous, but I do not think I ever saw this offered in the trade: I think it is always purdyi.' Subspecies purdyi seems to be the commoner of the two. In the west the stems, which are numerous, stand erect, but in the east they are usually sprawly or prostrate.

"This species is much used in California for bedding, as pansies are in the east. In the northwest it is also used mostly as a bedding plant, since it is not reliably longlived. In the eastern half of the country it has not been much used. and only with indifferent results. Sometimes it has been lovely and sometimes disappointing. The stems are seldom anything but prostrate. The plants rarely survive their first blooming. Mrs. Crismon (North Carolina) reported it living four years, but most reports say it lived only one year.

"This species is a good one to be used as a bedding plant, to be used as an annual or biennial and raised every year from seed. It is wonderful for California and has delighted some of our members in the northwest, including Idaho. The foliage is beautiful in itself, and the flowers are especially rich in tone.'

Although the quotation has been rather long, I believe the subject is worth the space used, and perhaps a sentence or two which I find in my own notes, in addition, as follows: The plant I have in mind is an herbaceous plant, never over a foot tall, and, in at least one of its named forms, True Blue, does not exceed nine inches. If it is used as an annual, started into growth early in the season, I do not see why it should

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not become popular as a bedding plant, even in the east and midwest, where P. heterophyllus purdyi is not known to do well.

Geum Montanum

Last year I saw a large planting of Geum montanum, prompting a few words in praise of a plant of much garden value.

It makes restrained mats of pretty, little, puckered leaves, over which shine big, golden-yellow suns on 3inch stems in spring. It is said to be quite stemless in its European mountain home and must then be a charmer indeed. Nor does its beauty end with the flowering period, for later its head of rose-colored seeds adds a pretty note to the garden scene. Incidentally, G. pyrenaicum is little more than a large montanum, growing to a height of 10 inches.

Gilia Micrantha

Noting annuals for bedding purposes brings to mind Gilia micrantha, a plant which would be of great interest if its usefulness were more commonly known.

My plant, which may be Leptosiphon French hybrids or Star Dust of seed catalogs, comes into flower so quickly (usually in less than eight weeks) that it could be one of the speediest money crops for the neighborhood grower. And it can be a repeater to fill in the same spots after the early-started plants have ceased flowering or to help out in other vacant spots.

The plant eventually grows about six inches tall and produces its rather small flowers in a bewildering range of colors over a long period. Separate colors, such as purple, orange, yellow, deep rose and white, are usually available for those who jealously guard their color schemes.

Seeds and seedlings may be handled in many ways: I found it best to prick them from the seed flat into 2-inch rose pots and sell them from the pots. That makes just one handling of the plants, with the turnover in two months or less; so one can sell them at a price that is sure to create a lively movement.

Anemone Vitafolia

Anemone vitafolia could be called, without stretching the point too far, a Himalayan version of the familiar Japanese windflower, with grapelike leaves, a stronger constitution and an earlier blooming period, commencing to flower in my trials in July, according to the record. The literature available at this moment says the flowers should be white, but the plants in my trials had pale pink

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Catalog on application

flowers, darker on the reverse of the petals. They were borne on stems to 25 inches in height (they are said to grow three feet tall in rich soil), in July here in northern Michigan, and were good for cutting. I seem not to have pursued the matter beyond these trials; so I cannot speak of its hardiness, except to say that it was not fully hardy here, as I remember.

Dwarf Trilliums

While going over some old notes recently, I came upon one on Trillium rivale which set my mind working on the problem of why the dwarf forms are so seldom seen in gardens and nurseries. After extensive thought, I decided there were no valid reasons; so I made up my mind to say a few words in their praise, with the hope that at least a few readers will be prompted to give them a trial.

The first one to receive attention, naturally, is the best known, the eastern T. nivale, the snow trillium, which grows in rich woods from Pennsylvania to Minnesota and Kentucky to Iowa. For garden purposes, it may be regarded as a miniature T. grandiflora, seldom growing more than three or four inches tall and blooming earlier than any other trillium that I know. It is, perhaps, a little more delicate than grandiflorum, but not markedly so. It does require good drainage, and I have thought that it prefers a little acid in its diet, such as a bit of acid peat. The name snow trillium may have come either from its snow-white color or from the earliness of its flowering.

There seems to be some confusion about what the western T. rivale should be. Mrs. Wilder and two or three eastern writers speak of it as "pale lilac or white suffused with deeper color. "The plants that I had were all white, large for the size (about three inches tall) of the plant. Neither lot of the plants lasted many years, probably because I did not know that it cannot stand the dry weather in the east, and it seemed to be quite hardy. I have learned since my experiences with the plant that it does best in a scree soil

I had entirely forgotten the third small kind, T. petiolatum, until I came upon the following brief notes of 1936, which will suffice for its "obituary." I hope I have not done it an injustice. "Of the half-dozen or so roots of T. petiolatum received from D. H. Snowberger, of Payette, Ida., in 1933, two are left, but I shall make no special efforts to keep them

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going, for behavior and results so far have not justified any special efforts to keep them. It is a curious little thing, perhaps more curious than beautiful, with the typical three leaves, in a whorl, at the top of a long petiole, and the small, reddishpurple flowers made up of three, long, narrow petals, set near the ground. What it needs to make it permanent in the east is beyond me, but I am sure that it wants perfect drainage and perhaps a good baking after it goes dormant.

Petrocallis Pyrenaica

It has been on my mind for some time to do a rather comprehensive piece on the drabalike crucifer, Petrocallis pyrenaica, which grows naturally in high places from the Pyrenees eastward into the Carpathians and has been known in gardens as a draba. The decision to do the job now was prompted by sight of a beautiful planting of it in the garden of a friend last spring and brought to a head by two or three inquiries on the plant.

From the complaints of gardeners and from my own experience, I judge the plant is likely to behave poorly in the climate of eastern United States if it is given the treatment recommended in the literature. Correvon advised wall planting; some say that the plant thrives under common garden treatment. But it did not do well in my trials under either of these conditions. After trying it for two or three years in a number of situations, I came to the conclusion that it was not adapted to this northern climate. Later, however, after experimenting with it in soils differing in moisture content,

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I found that it behaved well if given plenty of moisture in a well-drained soil.

In the garden the best success came from plants which were given a position on the north side of a rock in a leafy soil, with some watering in dry weather; in the nursery frames, where its moisture requirements were regularly taken care of, it was as easy as most of the ordinary cresses.

It grows readily from seeds and transplants with ease. In this connection, may I include the following from Farrer? "Its seeds can, of course, be raised, but the plant is best multiplied by pulling away a lateral column or two from the clump, and striking as cuttings in sand about the end of summer, say in the beginning of September."

Farrer says of the appearance of the plant: "Petrocallis pyrenaica is the Rock Beauty of the highest stone shingles and ridges, where it sits tight in neat rounded cushions often a foot across, and still more often hidden from view beneath a mass of delicate lilac-pale crosses filling the nose with the sweetness of vanilla, as the neat, profuse beauty, so gentle and persuasive, fills the eye with satisfaction."

Achillea Coronation Gold

I have long known that Achillea filipendulina was one of the more useful hardy plants, both for garden decoration and as a cut flower, either fresh or dried, and then I transferred my affections to Gold Plate when it was introduced; now I am ready to embrace Coronation Gold as the best to date for all the purposes for which the type is noted. It will reach three feet in height in rich soil, with large heads, perhaps not quite so large as Gold Plate, of golden-yellow flowers. The bright color has no sign of brassiness, and it dries beautifully.

I have known the value of these achillea flowers for drying since I first grew the type, but never realized how useful the heads can be if painted in the bright colors now available for that purpose. For instance, I saw a bouquet of its large heads last winter which had been painted bright red for the Christmas eason, indicating the wide range of usefulness it could fill in year-round decorations.

In the garden, it will grow readily in any sunny border, though best results will come from a good soil, producing golden heads from June through August; for cut flower purposes, it should be given a rich soil and irrigation during long dry peri-



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DEMONSTRATION GARDENS

[Continued from page 17]

shady deck, or for an evening party around the fire; and the roofed terrace provides a shelter when the wind blows strong.

Perhaps the most popular garden design-in concept, if not in actual use by homeowners-is the one exemplified in the family garden. It is planned to withstand wear and tear. For example, the landscape architect protected the plants from running feet and speeding wagons and bicycles by planting them in raised beds. Vegetables have been used attractively for color along with

While these gardens feature plant materials and while the arboretum encourages the display of new plants, there are other ideas available for the interested observer.

For example, there are, of course, paving techniques illustrated throughout the gardens. Ready-made paving block has been collected from nurseries and garden stores throughout the area and used as insets with other paving materials. This enables the homeowner to select the type or types that strike his fancy.

Different treatments of concrete surfaces are demonstrated by the textured paving panels in the plant collectors' garden and the patterned surfaces in the family garden. Variations in the use of brick are shown in the easy maintenance garden and in the entertainers' garden.

Almost every fence material made has been gathered and labeled for inspection, since a fence may be anything from a portable baffle for blocking the wind to a solid enclosure for complete privacy.

Structural Materials

The arbor dividing the gardens serves as a showcase for structural ideas and the many materials which can be used for overheads and enclosures. The glasshouse in the plant collectors' garden was included to demonstrate a new approach to residential greenhouse design. It is constructed of 4x8-foot panels, which may be assembled to suit the individual gardener.

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Castanea mollissima orders taken for fall, 1961, crop. 50c per lb. F.O.B. Trappe, Md. Lower prices for orders over 50 lbs.

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George H. Spaulding is superintendent of the arboretum. They report a continuing and increasing interest in the home demonstration gardens. They have fostered this interest through continued introduction of new plant materials and new ideas in design.

The gardens are a helpful friend of the nurseryman since his customer can see how suggested plants appear in actual settings. Furthermore, the observer is stimulated to try the new ideas he has seen embodied in the demonstration gardens and to increase his own gardening activities.

IMPROVING TREE LIST

[Concluded from page 6]

Arboretum, whose books in similar vein for the public have found wide favor. At this season of the year, the large trees, rather than shrubs, are the subjects of these articles, in which a single genus is examined for species and varieties which may be recommended, according to experience and observation, and those which may well be assigned to the discard list either as duplicates or being less worthy.

In a country as large as this, no selected list applies to all geographical areas and different climates. In occasional instances, one specimen thrives in a garden that fails in another not far distant for an indefinable cause. But every nurseryman, be he grower or retailer, must be alive to improving, not only the quality, but the selection of species, varieties and strains of trees and shrubs he offers the public, for better satisfaction to buyers and consequently ultimate profit to the seller.

NEBRASKA SUMMER MEET

Plumfield Nurseries, Fremont, Neb., was host for the Nebraska Association of Nurserymen's annual meeting August 28. The 130 persons in attendance represented the states of South Dakota, Iowa, Minnesota, Missouri, Kansas, Wyoming and Nebraska.

The day was spent touring Plumfield Nurseries' fields, propagating and lath houses and storage areas.

Lunch was served at the Fremont Country Club, compliments of the host firm. Among those introduced by Ted Korves, Plumfield Nurseries, vice-president of the N. A. N., were Vernon Marshall, Marshall Nurseries, Arlington, N. A. N. president and past president of the American Association of Nurserymen; George Rose, Henry Field

ARKANSAS-GROWN FRUIT TREES Heavy Caliper—Well Packed

Satisfaction Guaranteed

PEACH TREES Dormant Buds

PLUM TREES 2-Yr.

PEAR TREES Dormant Buds

Per 10 5 to 6 ft., 11/16-in. cal... \$7.50 4 to 5 ft., 9/16-in. cal... \$7.50 3 to 4 ft., 7/16-in. cal... 5.50 Bartlett, Douglas, Garber, Kieffer.

APPLE TREES Dormant Buds and 2-Yr.

Per 10 100
5 to 6 ft., 11/16-in. cal. . . \$6.50 \$60.00
4 to 5 ft., 9/16-in. cal. . . 5.50 50.00
3 to 4 ft., 7/16-in. cal. . 4.50 40.00
Jonathan, Red Delicious, Summer Champion, Yellow Delicious

If your order totals 100 trees or more, use prices shown at the 100 rate. If under 100 trees, use the 10 rate. Free packing when cash is received with order, 5% discount when picked up at nursery by your truck.

Satisfaction guaranteed.

EAST'S NURSERY P. O. Box 5 Amity, Ark.

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Finished Stock and Potted Liners

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America's Ginest ROSES

Leading Patented and Popular Varieties

Grown in our nurseries at Tyler, Texas, and Phoenix, Arizona

Write for Variety List

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Wholesale Only

Tyler, Texas

Seed & Nursery Co., Shenandoah, Ia., A. A. N. director of region IV, and Chet Marshall, Marshall Nurseries, and Vincent K. Bailey, J. V. Bailey Nurseries, St. Paul, Minn., both past presidents of the A. A. N. James B. Elliott, Sec'y.

JOINS STAFF AT BOYD'S

Recently joining the staff of Boyd Nursery Co., Inc., McMinnville, Tenn., was Glynn Hobbs, who will be in charge of greenhouse and outdoor mist propagation. Mr. Hobbs is a graduate of the University of Tennessee, havng received a B. S. degree in agriculture, and a M. S. degree in horticulture. He is a member of the Alpha Zeta agricultural fraternity. He also recently completed four years as vocational agricultural instructor at Central high school, at McMinn-

A native of Warren county, Tennessee, and a member of a pioneer Tennessee nursery family, Mr. Hobbs is a grandson of the late George T. Perry, who was an early associate of the late John H. H. Boyd, in the nursery business. Mr. Hobbs, his wife and son reside at McMinnville.

NEW LILAC ARBORETUM

The Howard Taylor Memorial Lilac Arboretum, at Rosedale-in Dutchess, Millbrook, N. Y., founded by the late Howard C. Taylor and Mrs. John Moorhead, Millbrook, was recently dedicated. The collection includes over 80 varieties of French hybrid lilacs, three or more specimens of each variety being planted in the arboretum.

ESTABLISHED by Robert F. Dunn at Chesterton, Ind., is the R. F. Dunn Co., which will include a garden center and general line of greenhouse-grown stock.

ALDRIDGE NURSERY

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Wholesale Nursery Stock

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Quality stock plus pleasing service. Inquiries invited. 89th Year of Growing

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11.

Pacific Coast News

INLAND EMPIRE CHAPTER

Robert Boddy, Descanso Nurseries, Chino, Calif., was installed as president of the Inland Empire chapter of the California Association of Nurserymen at a meeting held September 12 at the Elks' Lodge Hall, Riverside. Other officers installed by James C. Perry, Perry's Plants, Montebello, C. A. N. director at large, were Floyd Chambers, Kramer Bros. Nurseries, Upland, vice-president, and Jack Story, Armstrong Nurseries. Ontario, secretary. Installed as directors were James Bruno, Bruno & Pruitt Nursery, Chino; Lewis Reynolds, Twin Cypress Nursery, Arlington; Percy Everett, Rancho Santa Ana Botanic Gardens, Claremont, and Lloyd Morse, Morse Gardens, Covina. Lloyd E. Morse, Sec'y.

SAN JOAQUIN CHAPTER

The September 7 meeting of the San Joaquin Valley chapter of the California Association of Nurserymen, held at the Desert Inn, Fresno, was attended by 26 members and guests.

George and Nellie Crockett, Crockett's Nursery, Fresno, and Kenneth and Mary Leeley, Leeley's Nursery & Charcoal Supply, Fresno, were hosts and hostesses for the evening.

Angus Kolb, Kolb's Flower Shop & Nursery, 3204 North Van Ness boulevard, Fresno, was accepted as a member of the chapter.

It was decided by the membership that plans for the Christmas party will be left up to the incoming president.

Louis La Valley, of Fresno State College, announced that the recipient of the \$100 scholarship is Paul D. Jones, of Hischier Nursery, Modesto, a junior at Fresno State.

Installation of new officers was scheduled for the next meeting.

Ralph Books, Sec'y.

CENTINELA CHAPTER

The election of new officers was the main order of business at the August 24 meeting of the Centinela chapter of the California Association of Nurserymen held at the Gable House Bowl, Torrance.

Chosen to serve the group as president was Ruth Yoshiki, Ed & George Nursery, Hawthorne. Other officers elected were Vic Swearington, South Bay Nursery Co., Hawthorne, vice-president; Helga Ort-

linghaus, Walter's Nursery, Los Angeles, secretary, and Eizo Etow, Etow's 101 Nursery, Redondo Beach, treasurer.

State directors are Ken Terry, Hawthorne Nursery, Hawthorne, and Keiji Yata, Yata Nursery, Torrance, and chapter directors are Nori Sumi, Sumi Nursery, Hawthorne; Robbin Kaneko, Kaneko Nursery, Gardena; Frank Kamada, Sun Nursery, Hawthorne; Allyn Yates, Downey Fertilizer Co., Downey, and Dan Warner, Bandini Fertilizer Co., Inglewood.

Helga Ortlinghaus, Sec'y.

OREGON FAIR GARDENS

The Oregon state fair garden and floral show held at the state fair-grounds, Salem, September 1 to 9, was acclaimed as one of the outstanding features of the fair this year. Ernest Iufer, Iufer Landscape Co., Salem, was superintendent of the show. He was assisted by George Fisher, Salem landscape architect.

Visitors to the show entered through a beautifully landscaped rustic archway 14 feet high. From a huge mass of driftwood water tumbled into a 12-foot pool, just inside the gateway. At the far end of the garden was an arbor filled with hanging baskets of fuchsias and tuberous-rooted begonias. Eight noncompeting displays were included in the garden, and a total of 58 separate gardens were used in the entire display.

The sweepstakes winner for design excellence was a patio garden designed by Richard I. Stewart, Salem. He received a \$350 cash award for his entry.

First prize winners were as follows: The Willamette chapter of the Oregon Association of Nurserymen, "Smart Entrance Using a Planter"; Menfred Hanssen, Salem, "Most Natural Garden Using Native Material"; Burnett Gardens (two first-prize awards), "Low-Maintenance Garden" and "Garden Featuring a Fence of Unusual Design and Material," and Fish's Hilltop Nursery, Salem, "Garden with the Tropical Look, Lush Foliage and Exotic Flowers."

Carl Starker, Flower Arrangement Supply Shop, Jennings Lodge, demonstrated flower arranging techniques each of the first five days of the fair. During the closing days,

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FAIRVIEW, ORE.
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OREGON GROWN

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A broad selection, including shade and flowering trees, carefully grown in fine Oregon loam. Maximize profits. Order now.

Portland Wholesale Nursery

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ENGLISH GREEN. An improved supply of these aristocrats, tailored for landscape use. Available 24 to 30 ins. through specimen grades. Hardy to Zone 6 in protected areas. Write for quotations.

ENGLISH SILVER VARIEGATED.

Always a favorite in the New York area. We can offer well-shaped plants in sizes 18 to 24 ins, through specimen grades for fall or spring shipment. Write for quotations.

Mrs. Daiyu Y. Henyoji, of the flower arrangement academy of the Buddhist Daihonzan temple, Portland, demonstrated Oriental flower arranging.

Near the garden and flower show was a model house, which attracted thousands of fair visitors. It was attractively landscaped by Woody's Woodland Nursery, Salem. K. Huntington, landscape architect, Portland; Robert Walker, Holgate Nursery, Portland, and George Fisher were judges in the garden section of the show. C. H. P.

OREGON NOTES

Nurserymen, garden supply dealers and turf specialists witnessed a soil fumigation demonstration at the Walker playground, Salem, August 29. Oregon State University and the agricultural extension service sponsored the field day, during which various fumigants were used and the different methods of applying them were demonstrated.

One of the two Portland business establishments recently honored with "best commercial landscaping" awards by the Portland Men's Garden Club was the Sperry & Hutchinson Co. building, which was land-scaped by Junay's Garden Center, Portland.

The Columbia River chapter of the Oregon Association of Nurserymen held a picnic August 31 at Viking park. The chapter furnished coffee and soft drinks for the potluck affair.

About 300 persons, including nurserymen, farmers and personnel of the Oregon State University extension department, honored J. J. Inskeep August 28 at a picnic held at the Clackamas county fairgrounds. Mr. Inskeep, county agent of Clack-

CUT CHRISTMAS TREES PREMIUM SCOTCH PINE

- Pruned for 5 years
 - Excellent color
 - Plantation-grown

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QUALITY NURSERY STOCK

1	AC	ER	P	LAT	ANOID	E	5	
	F				Red-L	e		
				aple			Per 10	Per 100
					br			\$325.00
					br			225.00
	8	to	9	ft.,	whips.		. 30.00	225.00

				Disc		
				br		225.00
8	to	9	ft	whips.	. 30.00	225.00
7	to	8	ft.,	whips.	. 25.00	210.00
6	to	7	ft.	whips.	. 21.00	180.00
				whips.		140.00
4	to	5	ft.,	whips.	. 13.00	110.00
3	to	4	ft.,	whips.	. 10.00	85.00

Norway Maple 12 to 14 ft., br....

ro	1.9	It.,	Dr	20.00	320.00
to	12	ft	br	30.00	275.00
				25.00	225.00
to	8	ft	br	20.50	180.00
to	6	ft	br	15.00	135.00
				10.50	100.00
to	8	ft	whips.	10.00	95.00
to				9.50	90.00
to				8.00	75.00
to	5	ft	whips.	6.00	55.00
	to to to	to 12 to 10 to 8 to 6 to 9 to 8 to 7 to 6	to 12 ft., to 10 ft., to 8 ft., to 6 ft., to 9 ft., to 8 ft., to 7 ft., to 6 ft.,	to 12 ft., br to 10 ft., br to 8 ft., br to 6 ft., br to 9 ft., whips. to 8 ft., whips. to 7 ft., whips. to 6 ft., whips.	to 8 ft., br 20.50 to 6 ft., br 15.00 to 9 ft., whips 10.50 to 8 ft., whips 10.00 to 7 ft., whips 9.50 to 6 ft., whips 8.00

Columnar Norway Maple 3-vr., 11 to 12 ft... 33.50

3-yr	10	to	11	ft	30.00	275.00
2-yr.,	9	to	10	ft	27.50	250.00
2-yr.,		to	9	ft	25.00	225.00
2-yr.,	7	to	8	ft	22.00	195.00
2-yr.,		to	7	ft	18.50	170.00
1-yr		to	6	ft	15.50	140.00
1-yr.,	4	to	5	ft	12.00	110.00
1-vr.		to	4	ft	10.00	90.00

Drummondi Norway

		1.50	466.48	TAW C	- 5.	*	
6	to 8	ft.,	br			28.50	260.00
5	to 6	ft.,	br			23.50	210.00
8	to 9	ft.,	whi	ps.		21.00	185.00
7	to 8	ft.	whi	ps.		20.00	175.00
6	to 7	ft.,	whi	ps.			165.00
5	to 6	ft.,	whi	ps.		14.50	130.00
4	to 5	ft	whi	DB.		10.00	20.00

ACER PSEUDOPLATANUS

12	to	14	ft	br	37.50	350.00
10	to	12	ft.,	br	32.50	300.00
8	to	10	ft.	br	27.50	250.00
6	to	8	ft	br	22.50	200.00
				br		150.00
	to			whips.	12.50	115.00
5	to	6	ft	whips.	10.00	90.00
4	to			whins.		70.00

ACER RUERUM

(Red	M	aple)			
10 to	12	ft	br		32.50	300.00
8 to	10	ft.,	br		27.50	250.00
6 to	8	ft.	br		22.50	200.00
5 to	6	ft.,	br		16.50	150.00
4 to	- 5	ft	br		12.50	115.00

ACER SACCHARUM

(Col	um	nar	Sugar	1	Maple)	
			ft			27.50	250.00
	to			whips.			225.00
	to			whips.			200.00
	to			whips.			175.00
	to			whips.			150.00
3	to	4	ft.,	whips.		15.00	125.00

PETILLA ALBA

(E	ur	ope	an	White	I	Birch)	
12	to	14	ft.	br		35.00	325.00
10	to	12	ft	br		27.50	250.00
8	to	10	ft.	br		22.50	200.00
						16.50	150.00
						12.00	110.00
						9.00	85.00
	to			hr			60.00

FRAXINUS QUADRANGULATA

(B	lue	A	sh)			
10	to	12	ft.,	br	37.50	350.00
8	to	10	ft.,	br	32.50	300.00
6	to	8	ft.,	br	27.50	250.00
5	to	6	ft.	br	22.50	200.00
6	to	7	ft.,	whips.	18.00	165.00
5	to	6	ft.,	whips.	15.00	135.00
4	to	5	ft.	whins	12.00	105 00

Quantity Prices and Catalog Upon Request



POWELL VALLEY NURSERY 210 S. E. Vista Ave. Gresham, Ore. Phone: MOhawk 5-3537 amas county for 35 years, retired September 1. Dean F. E. Price, Oregon State University, presented him with a 35-year pin from the department of agriculture and a plaque for his long service to agriculture.

Thomas A. Pfund, Dale V. Boucher and Lois Anne Pfund have incorporated a new firm at Newberg to be known as Lawn Care, Inc., to deal in fertilizers, insecticides and lawn care

The mayors of Tokyo, Yokohama, Kawasaki and Sapporo, Japan, recently informed Mayor Terry F. Schrunk of Portland that the rosebushes sent to them last January are flourishing in their Japanese gardens. The rosebushes were furnished by Henry Hausch, Roseway Nurseries, Beaverton.

Dean Collins, garden editor of the Oregon Journal until his retirement in 1952, is now writing his familiar feature articles for the Oregonian, publishers of which recently purchased the Oregon Journal.

Ben and Beulah Meyers, Brooks, recently established a new firm, Holly Craft of Oregon, which will ship English holly to the trade.

Mrs. Ralph Elser, Elser's Nursery, Milwaukee, is at home convalescing after recent surgery.

Mrs. William Still, Christie Nurseries, Oregon City, recently underwent diagnostic surgery. After a recuperation period she is scheduled to return to the hospital for further surgery.

C. H. P.

WASHINGTON STATE NEWS

The annual scholarship of \$150 given to an outstanding student in the department of ornamental horticulture at Washington State University by the Washington State Nurserymen's Association has been awarded to Arthur Lemke, a landscape architect major. Dr. T. A. Merrill, chairman of the department of horticulture, recently announced the awarding of the scholarship and stated "We sincerely appreciate the interest of the Washington State Nurserymen's Association in encouraging young men and women in the field of landscape work.

Washington state members were happy to welcome home L. H. Mc-Guire, newly elected A. A. N. president. Mr. McGuire complimented the Washington state delegates, Julius Bretz and Robert Tindall, on their participation at the convention. He said that as an industry, he hopes nurserymen endeavor to improve themselves, and, with the advent of increased competition from all sides,

MAHONIA AQUIFOLIUM

(Oregon-Washington Holly Grape)

A very beautiful evergreen shrub with large, glossy leaves and yellow flowers conspicuously appearing in spring and followed by dark blue berries; a most satisfactory broad-leaved evergreen for any place in the United States.

					-		
						Per	Per
						100	1000
1-yr.,	S.				. 5	5.00	\$40.00
2-yr.,						7.00	60.00
3-yr.,						10.00	70.00

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Mount Vernon, Wash.

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QUALITY Roses



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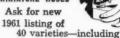
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MINIATURE ROSES



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BUCKAROO, PINK HEATHER,
PINK JOY, POLKA DOT,
BIT O'SUNSHINE, etc. . . .
"Moore Miniature Roses"

SEQUOIA NURSERY Visalia, Calif.

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profits can only be increased through better business practices.

Picnics were popular this past summer among the chapters. Mount Rainier chapter had such a good time at its June picnic at the McGuire home, that an August get-together was held at the lake home of chapter president Bruce Briggs, at Olympia, with over 40 attending.

North Central chapter held its annual picnic July 27 at Lake Chelan city park. Twenty-five nurserymen, their families and guests spent an enjoyable afternoon swimming and golfing, followed with a potluck supper and business meeting in the evening.

Seattle chapter, with about 60 in attendance, enjoyed the annual open house of W. M. Steward, at Maple Valley, August 12. Lunch, an afternoon chapter meeting, a plant auction and dinner were the activities of the day. During the business meeting, convention delegates Robert Tindall and Julius Bretz gave reports, and L. H. McGuire presented a few highlights of the convention. The nursery TV programs are proving to be successful and will be continued.

Northwest chapter members have been busy on the fall garden clinics. Committeemen included John Holtum, Lou Hiett, Bud Schnell and "By" Gourlay.

Gordon J. Squire, Belfair Gardens, Belfair, director of the Olympic chapter, was chosen as the August "Man of the Month."

Betty Alkema, Sec'y.

SCIENCE FACILITY ADDED AT WASHINGTON STATE

Seen as a major means to advancement of all phases of the agricultural industry of the state is the recently completed plant science building, Edward C. Johnson Hall, at the Washington State University, Pullman. This new \$4,000,000, 4-story building having 181,727 square feet, houses the departments of agronomy, entomology, forestry and range management, horticulture and plant pathology, along with extension work facilities.

The air-conditioned central core of laboratories and classrooms in the main building allows work to go on there all the year around. Plants can be grown under constant temperature and humidity conditions in controlled chambers. There are also storage facilities, including cold and frozen storage rooms, for plants, seeds and fruits

[Concluded on page 98]



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Fine-quality, two-year plants budded on Multiflora in over 250 varieties.

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BOXWOOD

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SHEARED

GLOBE AND PYRAMID BUXUS SEMPERVIRENS

in the United States.

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1,000		1.25
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	to 15 ins	1.50
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	24 ins	1.50
3,000	Juniperus stricta (Greek), 15 to	
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	15 ins	1.00
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SCOTCH PINE, 2 to 3 ft., B&B ... \$7.50

SCOTCH PINE, 2 to 3 ft., B&B ... \$7.50

SCOTCH PINE, 2 to 3 ft., B&B ... \$7.50

SCOTCH PINE, 5 to 6 ft., B&B ... \$7.50

SCOTCH PINE, 5 to 6 ft., B&B ... \$7.50

SCOTCH PINE, 5 to 6 ft., B&B ... \$7.50

SCOTCH PINE, 5 to 6 ft., B&B ... \$7.50

SCOTCH PINE, 5 to 6 ft., B&B ... \$7.50

Dig your own, any size, \$2.00.

NORWAY SPRUCE

18 to 24 ins., B&B ... \$3.00

2 to 3 ft., B&B ... \$3.00

4 to 5 ft., B&B ... \$8.00

Dig your own, any size, \$3.00.

WHITE SPRUCE

18 to 24 ins., B&B ... \$3.50

SUB SPRUCE, EXCELLENT COLOR.

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BLUE SPRUCE, EXCELLENT COLOR.

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Dig your own, any size, \$3.50.

BLUE SPRUCE, EXCELLENT COLOR.

18 to 24 ins., B&B ... \$3.50

Dig your own, any size, \$3.50.

All digging by experienced men.

Over 250,000 under cultivation.

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SHEARED STOCK, GOOD BALL

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220011 000-
Biota aurea nana, 24 to 30 ins\$2.00
Biota excelsa, 24 to 30 ins 1.35
Juniperus glauca hetzi, 18 to 24 ins 1.70
Juniperus hibernica, 3 to 4 ft 2.00
Juniperus excelsa stricta, 18 to 24 ins 1.35
Norway Spruce, 15 to 18 ins 1.00
Retinispora plumosa, 12 to 15 ins80
Thuja occidentalis, 10 to 12 ins
Thuja occ. glob. woodwardi, 12 to 15 ins. 1.00
Thuja occ. pyramidalis, 30 to 36 ins 2.00
Euonymus alatus, 18 to 24 ins 1.00
Euonymus patens, 24 to 30 ins 1.35
Euonymus japonica, 12 to 15 ins
White Pine, 18 to 24 ins 1.35
Silver Maple, 8 to 10 ft 2.00
LARGE SELECTION of sizes
in these and many other varieties.
337-14- 6

Write for complete wholesale price list.

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Phone VAlley 7-9849 Henderson, Ky.

EVERGREENS, B&B
Juniperus glauca hetzi, 24 to 30 ins. ..\$3.00
Juniper, Andorra, 3 to 3½ ft. ... 3.00
Juniper, Hill's Golden, 15 to 18 ins. 2.50
Juniperus stricta, 3 to 4 ft. ... 4.00
Juniper, Polish, 24 to 30 ins. .. 2.25
Taxus media browni, 15 to 18 ins. 3.25
Taxus media browni, 15 to 18 ins. 3.25
Taxus media hicksi, 18 to 24 ins. 3.75
Taxus media hicksi, 18 to 24 ins. 3.75
Thuja occ. woodwardi, 18 to 24 ins. 3.25
Thuja occ. nigra, 5 to 6 ft. 3.25
Thuja occ. chetz's Wintergreen, 4 to 5 ft. 4.00
Thuja occ. elegantissima, 3 to 3½ ft. 3.00
Hex crenata convexa, 15 ins. 2.75
Ilex rotundifolia, 15 ins. 2.75
Many other plants not listed.
VARGO'S NURSERY, Plain Grove, Pa.
Phone Plain Grove 2488.
Located 4 miles north, off Route 108 between Harlansburg and Slippery Rock, Pa.
Weekdays 4 P. M. to 8 P. M. Saturday 8
A. M. to 6 P. M. Sundays by appointmax
QUALITY EVERGREENS, B&B

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Taxus cuspidata, 1 to 1½ ft. ... \$1.75
Globe Arborvitae, 12 to 15 ins. ... 1.65
Pfitzer Juniper, 1 to 1½ ft. ... 1.65
Ardorra Juniper, 1½ to 2 ft. ... 1.75
Hetz Juniper, 1½ to 2 ft. ... 1.65
Spiny Greek Juniper, 1½ to 2 ft. ... 1.65
Savin Juniper, 1½ to 2 ft. ... 1.65
Larger sizes available, Discount on quantity orders.
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EVERGREENS, B&B—Continued	
BEAUTIFUL WELL-SHAPED	
EVERGREENS WHITE PINE SCOTCH PINE RED PINE NORWAY SPRUCE	
WHITE-FLOWERING DOGWOOD Transplanted. Have heavy matted ro	ot
systems (2 to 10 ft.). 2 to 3 ft\$2.	50
3 to 4 ft	50 50 50
B&B to A. A. N. specifications or desired.	as
Special prices on quantity orders. Spec quotes on No. 2 plants.	ial
WADE CHRISTMAS TREE FARMS Route 1 Bellville, Phone Butler, TU 3-3874, Van R. Wade	0.
LANDSCAPE SPECIMEN EVERGREEN	S
Dundee Juniper, 5½ ft., \$9.00; 6 ft., \$10. Pfitzer Juniper, 36 to 42 ins., \$4.00; 42 to ins., \$5.00; 48 to 54 ins., \$6.00; 54 to	00. 48 60
Von Ehron Juniper, 18 to 24 ins., \$2.75; to 30 ins., \$3.25. Juniperus glauca hetzi, 18 to 24 ins., \$2. 24 to 30 ins., \$3.25.	
24 to 30 ins., \$3.25. The above are heavy, well-sheared spemens.	ci-
Phone CLearbrook 3-0838. EVERGREEN NURSERY 510 E. Rand Rd. Mount Prospect,	711.
SPECIMEN EVERGREENS B&B	_
Austrian Pine, 3½ to 4 ft	.25 .50 .75
30 to 36 ins. Black Hills Spruce, 3 to 4 ft	.50
Also cut Scotch Pine Christmas trees.	A11
pickup. Nursery located 10 miles north	of
Turnpike. Phone Fishertown 839-2388. M	lail
Midway (Bedford interchange) exit of Turnpike. Phone Fishertown 839-2388. M address, New Parls, Pa. HEMLOCK HILL NURSERY Emory Ferree New Parls,	
NURWAY SPRUCE	
Well-sheared, full, heavy trees. Good col Each, 5-30 30-	or. 100
Well-sheared, full, heavy trees. Good col Each, 5-20 30-2 to 3 ft. \$2.25 \$1 3 to 4 ft. 3.00 t 4 to 5 ft. 4.00 5 to 6 ft. 5.25 Row-run and you dig your own, \$1.75	. 45
\$3.00 each. We have a large quantity. We invite your inspection.	
R. F. D. 3 PAUL'S NURSERY Shelby, Phone Shelby 3-2161	0.
Dig your own Evergreens, field-grown	
Must be moved by June 1, 1962. Prices listed per 100. Cash with order. 10,000 Blue Hetz and Andorra	100
spreading Junipers, 2 to 3 ft. \$ 73	5.00
5,000 upright and spreading Yews, 18 to 24 ins	0.00
5,000 upright and spreading Yews, 18 to 24 ins	5.00 0.00 0.00 orse
NORWAY AND WHITE SPRUCE	60:
Sheared, excellent color, well-dug.	1.6
2 to 2½ ft., B&B	2.00 2.50 3.00
to 4 ft., B&B	3.8
216 to # ft B&B	3.00 3.50 4.50
8 Elizabeth Ave. East Brunswick, N	. J
N. J. Turnpike exit 9. Phone CL 7-248- NORWAY SPRUCE AND WHITE PIN	-
3½ to 4 ft	2.3
4 to 5 ft	2.6 3.3 4.2
5 to 5 ft. 6 to 7 ft. Specimen trees expertly dug. 6 A. MARTIN & SON 1695 Beverly Rd. Fairmont, W.	Va
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FOR LANDSCAPING, WELL-SHEAR FERTILIZED AND GROWN UND CLEAN CULTIVATION	EI
JAPANESE BEETLE CERTIFIED. SEND FOR PRICE LIST. WILMS NURSERY M. C. No. 1, Depot Rd. Salem	
Phone ED 7-3569 WHITE PINE (OPEN)	

WHITE PINE (OPEN)
3 to 4 ft., B&B, \$3.75.
4 to 5 ft., B&B, \$4.75.
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236 Eden Rd. Ph. LO 9-1961 Lancaster, Pa.

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EVERGREENS D PINE SCOTCH PINE D PINE NORWAY SPRUCE WHITE-PLOWERING DOGWOOD unsplanted. Have heavy matted root ms (2 to 10 ft.).
D PINE NORWAY SPRUCE
insplanted. Have heavy matted root
ms (2 to 10 ft.).
\$2.50 4 ft. \$2.50 5 ft. \$4.50 and 5.50 6 ft. 5.50 and 6.50 B to A. A. N. specifications or as
4 ft 3.50
5 50 and 6 50
B to A. A. N. specifications or as
ecial prices on quantity orders. Special es on No. 2 plants. WADE CHRISTMAS TREE FARMS
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none Butler, TU 3-3874, Van R. Wade
TRECADE EDECIMEN EVEDODEENS
VDSCAPE SPECIMEN EVERGREENS Surplus stock. tee Juniper, 5½ ft., \$9.00; 8 ft., \$10.00. er Juniper, 36 to 42 ins., \$4.00; 42 to 48 ., \$5.00; 48 to 54 ins., \$6.00; 54 to 60 ., \$7.00. Ehron Juniper, 18 to 24 ins., \$2.75; 24
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to 30 ins., \$3.25.
e above are heavy, well-sheared speci-
Phone CLearbrook 3-0838.
EVERGREEN NURSERY
E. Rand Rd. Mount Prospect. Ill.
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rian Pine, 31/2 to 4 ft\$3.25
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dian Hemlock, 30 to 36 ins 4.00
SPECIMEN EVERGREENS, B&B rian Pine, 3½ to 4 ft
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NORWAY SPRUCE
ll-sheared, full, heavy trees. Good color.
Each, 5-30 30-100 3 ft. \$2.25 \$2.10 0 4 ft. 3.00 2.75 5 ft. 4.00 3.75
3 ft\$2.25 \$2.10 4 ft 3.00 2.75
0 4 ft
6 ft 5.25 5.00
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Pines, lots 100, each Red	White	Scotch
Sheared, 2 to 3 ft., B&B	\$2.50	\$2.50
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12, \$1.00; 12 to 15, \$1.25, B&B.	puppin	,,
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es on The T		,

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			ette. Pa
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	4-7840	Jean	
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R. D. 2 Phone TEmple	4-7840 RTA SI	Jeane	\$0.3
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DWARF ALBE 1-yr., 3-in. pots 2-yr., 3-in. pots 3-yr., qt. cans Also B& TAXUS 1 30 ins., B&B	A-7840 RTA SI B sizes. HICKSI	Jeane	\$0.3
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3-yr., X		
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		35
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Magnolia grandiflora, beautiful old-fash-loned evergreen tree. Stocky plants, 10 to 15 ins., \$15.00 per 100, \$120.00 per 1000; 12 to 18 ins., \$17.50 per 100.

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Fine, large trees in 1 gallon Lerio cans,
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1-yr.,	field.	grov	wn							. 5	5.00	\$ 45.00
3000	or	mor	e l	ots								42.50
2-yr.,	field	-gro	wn								8.50	75.00
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Strong 3 to 5-eye divisions, from 3	oung
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Queen Emma, satiny light pink35 Sarah Bernhardt, appleblossom-	
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Large 3 to 5-eye divisions. Dark green,
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Cash, please. September delivery.
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Tree Peonies, herbaceous Peonies, Atha Gardens, West Liberty 6, O.

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Admiration, cameo-pink with white eye
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Blue, pink, red, yellow-bronze.

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809 Pin Oak, 3-in, and smaller. These are extra sturdy.
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895 Sweet Gum, 2-in, and under, Outstanding and very beautiful in the fall. Fully acclimated to this area.
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These quantities are approximate.
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Pieris japonica, 4 to 8 ins Retinispora plumosa aurea,	8.00	90.0075.00
6 to 8 ins	8.00	70.00
6 to 8 ins	8.00	70.00
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Taxus brevifolia, 4 to 6 ins	8.00	70.00
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Retinispora squarrosa veitchi, 5 to 8 ins.  Taxus brevifolia, 4 to 6 ins.  Taxus browni, 4 to 6 ins.  Taxus brevimedia, 4 to 6 ins.  Taxus cuspidata, 4 to 6 ins.  4 to 6 ins.  Taxus cuspidata F&F compacts  4 to 6 ins.  Taxus hicksi, 4 to 6 ins.  Taxus hicksi, 4 to 6 ins.  Taxus hicksi, 4 to 6 ins.	10.00 8.00	90.00
Taxus hicksi, 4 to 6 ins	8.00	70.00
	8.00	70.00
4 to 6 ins	8.00	70.00 70.00 70.00
Thuja globosa, 5 to 8 ins	8.00	70.00
Thuja nigra, 5 to 8 ins	8.00	70.00
Rooted cuttings, 2-yr. in f	ield be	eds.
4 to 6 ins.  Taxus repandens, 4 to 6 ins.  Thuja globosa, 5 to 8 ins.  Thuja nigra, 5 to 8 ins.  Thuja nigra, 5 to 8 ins.  Thuja Geo. Peabody, 5 to 8 ins.  Rooted cuttings, 2-yr. in 1  Juniperus hetzl, 8 to 12 ins.  Retinispora pisifera aurea,  8 to 12 ins.	12.00	100.00
8 to 12 ins	12.00	100.00 100.00 100.00
Taxus cuspidata, 6 to 8 ins	$12.00 \\ 12.00$	100.00
Taxus intermedia, 6 to 8 ins	12.00	100.00
Taxus bicksi, 6 to 8 ins	$12.00 \\ 12.00$	100.00
Taxus brevifolia, 6 to 8 ins	$12.00 \\ 12.00$	100.00
Retinispora plumosa, 8 to 12 ins. Pieris japonica, 6 to 10 ins. Taxus cuspidata, 6 to 8 ins. Taxus browni, 6 to 8 ins. Taxus browni, 6 to 8 ins. Taxus brevifolia, 6 to 8 ins. Taxus hicksi, 6 to 8 ins. Taxus hicksi, 6 to 8 ins. Retinispora plumosa aurea, 8 to 12 ins	12.00	
8 to 12 ins	22.00	100.00
Taxus cuspidata F&F,	12.00	100.00
Taxus cuspidata F&F, 6 to 8 ins Taxus repandens, 6 to 8 ins 1-yr. seedlings. Black Locust (Robinia pseudo-acacia), 12 to 18 ins Taxus capitata, 3 ins. Chinese Chestnut, 12 to 18 ins. Fagus sylvatica, 6 to 10 ins 2-yr. seedlings.	15.00	120.00
acacia), 12 to 18 ins	6.00	50.00
Taxus capitata, 3 ins Chinese Chestnut, 12 to 18 ins.	2.00 8.00	15.00 70.00
Fagus sylvatica, 6 to 10 ins	10.00	80.00
Acer palmatum, 6 to 10 ins  Acer palmatum, 6 to 10 ins  Ilex crenata, 3 to 6 ins  Douglas Fir, 4 to 8 ins  Black Hills Spruce 3 to 4 ins.	8.00	70.00
Ilex crenata, 3 to 6 ins	5.00 5.00	40.00
Black Hills Spruce, 3 to 4 ins.	5.00	40.00
Hex crenata, 3 to 6 ins Douglas Fir, 4 to 8 ins Black Hills Spruce, 3 to 4 ins. Chinese Chestnut, 18 to 30 ins. Pinus densifiora, 5 to 8 ins Picea pungens glauca.	3.00	90.00 25.00
Pinus densiflora, 5 to 8 ins Picea pungens glauca,		25.00
	3.50	
Pinus strobus, 4 to 6 ins	3.50	25.00 25.00
Pinus sylvestris, 4 to 5 ins	3.50 3.50	25.00
Thuja orientalis, 4 to 8 ins	$\frac{3.50}{3.50}$	30.00
Taxus capitata, 4 to 8 ins	4.00 3.50	30.00 25.00
Concolor Fir, 3 to 5 ins	5.00	40.00
Picea (White Spruce), 3 to 5 ins. Pinus strobus, 4 to 6 ins. Pinus strobus, 4 to 5 ins. Thuja occidentalis, 4 to 6 ins. Thuja oreintalis, 4 to 8 ins. Taxus capitata, 4 to 8 ins. Taxus capitata, 4 to 8 ins. Concolor Fir, 3 to 5 ins. Pinus nigra, 6 to 10 Pinyon Pine, 4 to 6 ins.	5.00 6.00	40.00
		20.00
Balsam Fir, 4 to 6 ins Picea (White Spruce), 4 to 8 ins	4.00	30.00
Pinna muchua (Ternologa)		
3 to 5 ins	$\frac{6.00}{7.00}$	50.00 60.00
Concolor Fir, 4 to 6 ins	5.00 8.00	40.00 75.00
In large quantity, they ma	y be	had for
3-yr, seedlings, transp	ianted.	
Azalea mullis, 6 to 8 ins Azalea mucronulata, 6 to 8 ins		***
6 to 8 ins.  Taxus capitata, 6 to 8 ins.  Tsuga canadensis, 4 to 7 ins.  Pinus strobus, 4 to 6 ins.  Picca engelmanni, 3 to 6 ins.  Picca rubens, 3 to 6 ins.	$20.00 \\ 10.00$	90.00
Tsuga canadensis, 4 to 7 ins	8.00	70.00
Picea engelmanni, 3 to 6 ins	7.00 6.00	60.00 50.00
Picea rubens, 3 to 6 ins	7.00	60.00
Picca pubens, 3 to 6 ins.  Picca pungens glauca, 4 to 6 ins. Concolor Fir, 5 to 8 ins. Thuja occidentalis, 8 to 12 ins. Thuja orientalis, 8 to 12 ins. Black Hills Spruce, 3 to 4 ins.	8.00	70.00
Thuja occidentalis, 8 to 12 ins.	7.00 6.00	50.00
Thuja orientalis, 8 to 12 ins	6.00 7.00	50.00
Black Hills Spruce, 3 to 4 ins. 4-yr., transplante Taxus capitata, 8 to 12 ins	d.	
Leucothoe catesbaei.	15.00	125.00
Picea engelmanni & to & in-	35.00 8.00	70.00
Leucothoe catesbaei, 10 to 14 ins	12.00	100.00
Picea pungens glauca, 6 to 10 ins		100.00
Pinus mughus (Tyrolean), 4 to 6 ins	15.00	
4 to 6 ins (Continued in next co	lumn)	

(Continued from previous column Thuja occidentalis, 8 to 12 ins. 12.00 Tsuga canadensis, 5 to 8 ins 10.00 Tsuga canadensis, 8 to 10 ins. 15.00 Tsuga canadensis, 10 to 12 ins. 20.00 5 yr., transplanted Douglas Fir, 12 to 18 ins 10.00	140.00 190.00 80.00
5 yr., transplanted Douglas Fir, 12 to 18 ins 10.00 Concolor Fir, 6 to 10 ins 15.00 Tsuga canadensis, 12 to 15 ins. 30.00 Picea pungens glauca,	
Picca (White Spruce)	80.00
12 to 18 ins 10.00  Picea excelsa, 12 to 18 ins 10.00  VAN DINE NURSERY  Berdan Ave. Wayne.	80.00
EVERCREENS AND SUBURS	-
Arborvitae, American, 2 ft\$1.00  Berckmans 1 ft. 75	
Berckmans, 1 ft	.65
Ilex rotundifolia, 10 to 12 ins.       2-yr.     25       Juniperus, hetzi, 2-yr.     25       4-yr., 10 to 12 ins.     50       6-yr., 12 to 15 ins.     60       pfitzeriana, 2-yr.     25       6-yr., 15 to 18 ins.     60       pfitzeriana compacta, 2-yr.     25       15 to 18 ins.     100       Taxus, cuspidata, 2-yr.     25       4-yr.     45       5-yr.     50	.20 .20 .45
6-yr., 12 to 15 ins	.55
6-yr., 15 to 18 ins	.55
15 to 18 ins., BR 1.00 Taxus, cuspidata, 2-yr 25	.20
4-yr	.40
7-yer 10 to 19 inc 75	65
browni, 2-yr	.40
capitata, 6-yr., 12 to 15 ins	
hicksi, 2-yr	.20
3-yr	
8-vr 12 to 15 ing TTT 100	
	.30
12 to 15 ins	.45
1rag., 2-yr	.20
japonica, 2-yr	
4 to 5 ft	.70
Japonica, 2-yr	C. r, Ind.
EVERGREEN SEEDLINGS	1
EVERGREEN SEEDLINGS SCOTCH PINE (French or Spanish strain) 2-yr. seedlings (2-0), 2 to 4 ins\$ 3-yr. seedlings (3-0), 10 to 18 ins\$	1000
EVERGREEN SEEDLINGS SCOTCH PINE (French or Spanish strain) 2-yr. seedlings (2-0), 2 to 4 ins\$ 3-yr. seedlings (3-0), 10 to 18 ins WHITE PINE 3-yr. seedlings (3-0), 8 to 14 ins	3 \$ 15 9 45
EVERGREEN SEEDLINGS SCOTCH PINE (French or Spanish strain) 2-yr. seedlings (2-0), 2 to 4 ins\$ WHITE PINE 3-yr. seedlings (3-0), 8 to 14 ins \$ 4-yr. transplants, grafting size 11	3 \$ 15 3 \$ 15 6 45 8 40
EVERGREEN SEEDLINGS SCOTCH PINE (French or Spanish strain) 2-yr. seedlings (2-0), 2 to 4 ins\$ WHITE PINE 3-yr. seedlings (3-0), 8 to 14 ins \$ 4-yr. transplants, grafting size 11	3 \$ 15 3 \$ 15 6 45 8 40
EVERGREEN SEEDLINGS SCOTCH PINE (French or Spanish strain) 2-yr. seedlings (2-0), 2 to 4 ins\$ (3-yr. seedlings (2-0), 10 to 18 ins \$ (4-yr. transplants, grafting size 11 MUGHO PINE 4-yr. seedlings (4-0), 4 to 8 ins 1 (4-yr. transplants (3-1), 3 to 5 ins 1 (1 JAPANESE BLACK PINE 2-yr. seedlings (2-0), 4 to 8 ins 1 (3-yr. seedlings (3-0), 12 to 18 ins 1	0 1006 3 \$ 15 45 45 75 75 75 75 75 76
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EVERGREEN SEEDLINGS SCOTCH PINE (French or Spanish strain) 2-yr. seedlings (2-0), 2 to 4 ins\$ 3-yr. seedlings (3-0), 10 to 18 ins \$ 4-yr. ransplants, grafting size 11 MUGHO PINE -0), 4 to 8 ins 14 4-yr. transplants (3-1), 3 to 5 ins 11 JAPANESE BLACK PINE 2-yr. seedlings (3-0), 4 to 8 ins 12 3-yr. seedlings (3-0), 2 to 18 ins 12 WHITE PINE 3-yr. seedlings (3-0), 4 to 8 ins 12 5-yr. transplants (3-0), 8 to 14 ins 12 5-yr. transplants (3-0), 8 to 14 ins 15 5-yr. transplants, grafting size 2	0 1006 3 \$ 155 45 75 75 76 76 76 76 76 76 76 76 76 76 76 76 76
EVERGREEN SEEDLINGS SCOTCH PINE (French or Spanish strain) 2-yr. seedlings (2-0), 2 to 4 ins\$ 3-yr. seedlings (3-0), 10 to 18 ins \$ 4-yr. ransplants, grafting size 11 MUGHO PINE -0), 4 to 8 ins 14 4-yr. transplants (3-1), 3 to 5 ins 11 JAPANESE BLACK PINE 2-yr. seedlings (3-0), 4 to 8 ins 12 3-yr. seedlings (3-0), 2 to 18 ins 12 WHITE PINE 3-yr. seedlings (3-0), 4 to 8 ins 12 5-yr. transplants (3-0), 8 to 14 ins 12 5-yr. transplants (3-0), 8 to 14 ins 15 5-yr. transplants, grafting size 2	0 1006 3 \$ 155 45 75 75 76 76 76 76 76 76 76 76 76 76 76 76 76
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EVERGREEN SEEDLINGS SCOTCH PINE (French or Spanish strain) 2-yr. seedlings (2-0), 2 to 4 ins	3 \$ 15000 3 \$ 15000 3 \$ 15000 5 7500 6 7500 6 8000 6 80000 6 8000 6 8000 6 8000 6 8000 6 8000 6 8000 6 8000 6 80
EVERGREEN SEEDLINGS SCOTCH PINE (French or Spanish strain) 2-yr. seedlings (2-0), 2 to 4 ins	3 \$ 15000 3 \$ 15000 3 \$ 15000 5 7500 6 7500 6 8000 6 80000 6 8000 6 8000 6 8000 6 8000 6 8000 6 8000 6 8000 6 80
EVERGREEN SEEDLINGS SCOTCH PINE (French or Spanish strain) 2-yr. seedlings (2-0), 2 to 4 ins	3 \$ 15000 3 \$ 15000 3 \$ 15000 5 7500 6 7500 6 8000 6 80000 6 8000 6 8000 6 8000 6 8000 6 8000 6 8000 6 8000 6 80
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WELL-GROWN SHADE and FLOWERING TREES All material B&B. American Beech, 3-in	70.00
Tutip Tree, 1 ½-in	12.00 16.50
American Sycamore, 2-in	18.00
2 ½ -in. 3-in.	24.00
3-in. Kentucky Coffee Tree, 1¼-in.	31.50 8.50
1 ½ -in	12.00
2-in	$20.00 \\ 26.00$
2 ½ -in. 3-in.	33.50
Littleleaf Linden, 3-in	42.00
	$50.00 \\ 57.00$
4-in. Sunburst Locust, 3-in. Thornless Honey Locust, 2-in.	80.00
Thornless Honey Locust, 2-in	21.00
Malus arnoldiana, 1½-in. Malus floribunda, 2 to 3-in. specimens,	29.00 10.00
6 to 8 ft. spread	$\frac{29.00}{9.00}$
	12.00
2-in	14.00
Malus, Almey, 1½-in	$9.00 \\ 12.00$
5 to 6 ft	7.50 8.75
White Redbud, 3 to 4 ft	14.00
5 to 6 ft	17.50
6 to 7 ft	25.00
Euonymus vegetus, 4 to 5 ft., heavy	14 00
Malus sargenti, 4 to 5 ft. 5 to 6 ft. White Redbud, 3 to 4 ft. 4 to 5 ft. 5 to 6 ft. 6 to 7 ft. Euonymus vegetus, 4 to 5 ft., heavy specimens, 22-in. ball BRISTOW'S NURSERY 6909 Garden Rd. Maume	e, O.
BRANCHED SHADE TREES	
Heavy liners and finished trees. Per 100 Per Pin and Red Oak, root pruned	1000
18 to 24 ins	20.00
2 to 3 ft	$80.00 \\ 50.00$
3 to 4 ft	50.00
	20100
branched and root pruned	50.00
3 to 4 ft	50.00
5 to 6 ft 60.00 5	90.00
6 to 8 ft 250.00 20	00.00
Thornless Honey Locust, branched and root pruned 3 to 4 ft	
branched and transplants	
4 to 5 ft	
branched and transplants 3 to 4 ft	
branched and transplants 4 to 5 ft	
5 to 6 ft	* * * *
4 to 5 ft	
Write for our new fall 1961 price list	quot-
shrubs and shade trees. EGYPTIAN NURSERY & LANDSCAPE Two miles North of Farina on Route	CO.
Farina, III.	37
HARDWOOD CUTTINGS 7 ins. long, \$5.00 per 1000.	
Forsythias, intermedia, spectabilis, pr	imu-
Forsythias, intermedia, spectabilis, pr lina, ovata; Hydrangeas, A. G. and P Privet Amur North, Honeysuckles, Mo	. G.;
bella rosea, tat. rosea, zabeli; Philadel	phus,
grandiflorus, Amalthee, coronarius; Spir	aeas,
bardy Poplars, dwarf Arctic Willow	Lom-
Privet Amur North, Honeysuckies, Mobella rosea, tat. rosea, zabeli; Philadel; grandiflorus, Amalthee, coronarius; Spir vanhouttel, billardia rosea, Korean; bardy Poplars, dwarf Arctic Willow. EVERGREEN CUTTINGS, \$15.00 per 1	1000.
Junipers, Pfitzer, Savin, Hetz, Von Eh	ron.
Junipers, Pfitzer, Savin, Hetz, Von Eh Taxus, capitata, cuspidata, browni, hic COLLECTED, INSPECTED HARD MA	PLE
Each	000
2 to 4 it\$0.20 \$ 1	75.00
6 to 8 ft	50.00
8 to 10 ft 1.00 8	50.00
10 to 12 ft	50.00
(Ostrva virginiana)	
6 to 8 ft\$1.00	each
6 to 8 ft. \$1.00 8 to 10 ft. 1.50 SCOTCH GROVE NURSERY Scotch Grove, Ia.	each
EVERGREENS, WHOLESALE A wide selection of Evergreen seed and transplants, also hardwoods, shade	lings
and transplants, also hardwoods, shade	trees,
ornamentals, shrubs and flowering trees	our
ornamentals, shrubs and flowering trees selected seed with good heredity and so fic culture assures healthy trees with h	leavy
roots for rapid growth.	
roots for rapid growth.  Musser offers quality trees at a price possible through large quantity produc	ction.

Musser of rapid growth.

Musser offers quality trees at a price made possible through large quantity production. No charge for packing and boxing. Ask for complete catalog and wholesale pianting lists.

Our ad, which appears on page 20 of this issue, shows a partial list of seedlings and transplants.

MUSSER FORESTS

Box 16-JC Indiana, Pa.

Finest quality stock: Flowering Cherry, Plum, Crab. Shade, Faassen's Black and Norway Maples, White Birch and others. Rosebushes, non-patented. Reasonable. Write. Canby Nursery, R. 3, Box 337, Canby, Ore.

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SHRUE	BS	ANI	D	1	ï	R	E		O,	S	-		4	C	o	n	2	è	n	u	ie	ed	
LINING S	ST	OCK	A	NI	D	]	R	0	O	7	rı	E	I	)	(	Ţ	ľ						
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Suonymus	S	ilver	E	dg	e															\$	14	٤.	4
Zuonymus	5	arcox	ie																	1	14	1.	ŧ

SHADE TREES
These sizes and kinds available in quantity at our Urbana, Ill. nursery.
Amur Cork Tree, 2-in. through 5-in. dia.
American Sycamore, 6½ to 8 ft. through 6-in. dia.
Green Ash, 6 to 8 ft. through 3-in. dia.
Silver Maple, 2½ through 6-in. dia.
Tulip-Tree (Liriodendron), 6 to 8 ft. through 5-in. dia.
Thornless Locust, 1½-in. through 5-in. dia.
We grow principally for our own use. The above trees are surplus and available in quantity.

WANDELL'S

R. 3, Station Rd. Urbana, Ill.

COLLECTED STOCK

CANADIAN HEMLOCK Per 100 Per 1000
6 to 9 ins. \$4.00 \$20.00
9 to 12 ins. 6.00 45.00
12 to 18 ins. \$0.00 65.00

SUGAR MAPLES,
BIRCH CLUMPS, FERNS
AND WILDFLOWERS
Send for wholesale list.
LAMPREY RIVER NURSERY
Radford H. Palmer
R. F. D. 1

Durham, N. H.

Durham, N. H.

LONDON PLANE TREES Straight, well-headed, well-priced. For B&B

For B&B
1.9 10-49 50 up add
1½ to 2 ins. . . \$ 9.00 \$ 8.00 \$ 7.00 \$ 4.00
2 to 2½ ins. . . 14.00 12.00 9.50 5.50
2½ to 3 ins. . 16.00 14.00 12.00 8.00
3 ta 3½ ins. . 18.00 17.00 16.00 10.00
3½ to 4 ins. . 20.00 19.00 . . . 15.00
LEMMEN'S NURSERY
Ph. AT 4-0990 East Moriches, L. I., N. Y.
43 years of plant growing experience.

DWARF MAHONIA
Jack Mayhan is authority on mountaingrown Mahonia. This is a new variety selection, hardy as Oak. Very compact, dwarf.
Ready now, 100,000 plants. All plants U. S.
D. A. inspected. Cash in on my many years

D. A. Inspectors experience. 2-yr., T, \$20.00 per 100, \$150.00 per 1000. Cash with order. Full return 5-day privilege, MAYHAN NURSERY, VERADALE, WASH.

RHODODENDRONS
Hybrids in varieties. True Red Jap. Maples, also the new Bloodgood variety. Ownroot grown, Liners and finished plants. Our complete list of many items of choice nursery stock is now ready. See our beautifully grown Taxus, Ilex, Azaleas, etc.

GERARD K. KLYN, INC.

Wholesale Nurserymen

MAHONIA AQUIFOLIUM
Bare-root Each, 100
4 to 8 ins. \$0.12
8 to 10 ins. 20
SOPHORA JAPONICA 

ORNAMENTAL AND CHRISTMAS TREE LINERS Write for price list. PINE MOUNTAIN NURSERIES Iron Mountain, Mich.

Phellodendron Amurense, new, hardy, rapid-growing, spreading shade tree. Deeply furrowed bark. Sheds leaves all at onc. 6 to 7 ft., \$2.00; you dig. \$2.50.

Harry J. Baker, Crawfordsville, Ind.

One tract of land sold. Roxwoods, Ever-greens, shrubs and trees. Plants must be moved this year. Ask for wholessle offer. Boxwood Nurseries, Mocksville, N. C.

Metasequoia, Dawn Redwood. Please see advertisement on page 82. Templeton, Phytotektor, Winchester, Tenn.

Turn your Surplu; Stock into cash with a Classified Ad in the American Nurseryman.

#### TAXUS

TAXUS (YEWS)
ONE CF OUR SPECIALTIES
We have a quantity of high-quality Taxus,
in small to medium sizes. These must be
seen to be appreciated.
Each, 5-29 30-99 100 up 

Phone ATlas 2-5144

HEAVY TAXUS LINERS

Adams columnaris, 2-yr., tr.
browni, 3-yr., tr.; 4-yr., TT
capitata, 2-yr. and 3-yr. seedlgs.
. and 4-yr. tr.
densiformis, 3-yr., tr.; 4-yr., TT
Halloran, 3-yr., tr.; 4-yr., TT
hatfieldi, 3-yr., tr.
thenryi, 3-yr., tr.; 4-yr., TT
hicksi, 3-yr., tr.; 4-yr., TT
hunnewelliana, 3-yr., tr.
Moons columnaris, 3-yr., tr.; 4-yr., TT
Sebian intermedia (very hardy),
., tr.

Sebian inter, tr.
sieboldi, 4-yr., TT
thayerae, 3-yr., tr.; 4-yr., TT
unple sent upon receipt of postage.
VERKADE'S NURSERY, INC.
New London, Conn.

New London, Conn.

TAXUS HICKSI
6 to 8 ins., from open beds.
Greenhouse propagated.
January 1, 1959, X, \$180.00 per 1000.
January 1, 1958, XX, \$250.00 per 1000.
12 to 18 ins., field liners, 4-yr., XX,
\$400.00 per 1000.

Cutting wood, stems 10 to 15 ins., in lots of 5000. 2c each. NO SHIPPING.
Stock sold for cash picky only.
Nursery open from 9 A. M. to 5 P. M.
Oakwood MUNLAP'S NURSERX
Oakwood MUNLAP'S NURSERX
Phone Diamond 6-4972, 7 to 8 A. M. or after 7 P. M.

HEAVY TAXUS LINERS Grown from cuttings, trimmed back, bushy. 3-yr., TTT

Taxus browni, 10 to 12 ins. \$45.00
Taxus cuspidata, 10 to 12 ins. \$35.00
Taxus capitata, 10 to 12 ins. \$6.00
Taxus hicksi, 10 to 12 ins. \$6.00
Taxus hicksi, 10 to 12 ins. \$6.00
Taxus Vermeulen, 10 to 12 ins. \$6.00
Taxus addresoni, 10 to 12 ins. \$6.00
Taxus andersoni, 10 to 12 ins. \$6.00
Taxus browning to 5204 St. Joe Rd.

TAXUS CAPITATA
(Upright Japanese Yew)
elected sdlgs. (seed sown lightly.
own with plenty of room in beds.),
100, \$125.00 per 1000.

\$45.00 per 100, \$400.00 per 1000.

\$45.00 per 100, \$400.00 per 1000. 5.00 per 100, \$125.00 per 1000. 4-yr., T, \$45.00 per 100, \$400.00 per 1000. 6-yr., TT, \$90.00 per 100, \$750.00 per 1000. WHERE QUALITY EXCELS. No charge

for packing. C. HOOGENDOORN
408 Turner Rd. Newport, R. I.

TAXUS
Spreading, 18 to 24 ins.
Hicksi, 15 to 18 ins.
10,000 to choose from.
Reduced prices. Must clear leased land.
BRAINE & FOREMAN
U. S. Route 62 Sharon, Pa. TAXUS

300 TAXUS CUSPIDATA CAPITATA
4 to 7 ft., well-sheared, perfect material.
rices on request. Worth looking over.
BRIAR HILLS NURSERIES
Route 100, North State Rd.
Briarcilif Manor, N. Y.

250,000 TAXUS CUTTINGS Hicksi, hatfieldi, Halloran, vermeuleni, hilli, cuspidata, densiformis, intermedia, media No. 8, browni and andersoni, \$20.00 per 1000. ANNA NURSERY, ANNA, ILL

TAXUS CUTTINGS
Andersoni, browni, cuspidata, densiformia,
Halloran, Hatfield, Hicks, Hitl, Sebian intermedia, nigra, wardi, henryi, \$20.00 per 1000.
From true to name stock.
H. B. HARTLINE FARM, MAKANDA, ILL.

Taxus cuspidata, intermedia and hicka, 6 to 8 ins., branched transplants, good roots, 15c. Alanwold Nursery, Box 98, Neshaminy P. O., Bucks Co., Pa.

#### VINES

HALL'S JAPANESE HONEY		CLE er 1000
Division liners\$		
2-vr., field-grown, T	5.00	40.00
VINCA MINOR (hardy M	[yrtle]	
Division liners\$	1.50	\$10.00
Clumps, 10 to 15 leads	5.00	40.00
Clumps, 15 to 20 leads	6.00	50.00
2½-in. pots 1	0.00	90.00
LOWELL H. McGEE NURS		
P.O. Box 341 McMir	nville	. Tenn.
Phone 3351		

Classified Ads Offer Maximum Results at Minimum Cost

#### YUCCAS

Y. aloifolia, Y. elata (radiosa), Y. fila-mentosa, Y. gloriosa, all container-grown, 1 and 2 gallon and egg can sizes. Our catalog sent promptly on request. PATTERSON NURSERY, R. 4, Albany, Ga.

9,500 Active Nurserymen are in need of stock.

List your offerings in the

American Nurseryman Classified Section.

#### WANTED

WE WANT
5000 to 10,000 Yellow Delicious trees on
E. M. IX root stock. Frefer 1-yr. whips. Send
quotation at once.
VAN WELL NURSERY, INC.
Wenatchee, Wash.

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#### BURLAP

HOLLAND BURLAP SQUARES 2 grades Super and Plus, sizes 16 to 40 ina. HALF MOON CO., Box 27-B, Plainfield, N. J.

Surplus Stock Surpus Stock
can be easily and quickly turned into
Cash
by listing it in the
American Nurseryman Classified Ads.

#### CANE STAKES

DELIVERED PRICES
EXTRA HEAVY
NATURAL BAMBOO STAKES
DIRECT FROM THE PRODUCER
Now in our 20th yr, supplying millions of
stakes to leading growers throughout the
United States and Canada.
Specifications represent approximate average diameter at bottom end.
DELIVERED PRICES PER 100 STAKES
(See below)

Length % to %-in. % to % ft. \$3.90 7.30 ft. \$9.00 7.30 ft. \$10.80 % to 1 1 to 1%
\$5.50 \$6.00
6.80 7.90
8.50 10.30
10.30 11.60
12.00 13.90
16.00 17.50
18.80 19.90
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Above prices include delivery in the continental United States east of the Rockies.

Cash orders will be shipped prepaid. Full freight allowed to established accounts. Freight allowance applies to orders for a minimum total of \$2.0.0. Less quantity, less 15 per cent. F.O.B. here.

A. C. PATTERSON, FRISCO, LA.

Formerly of Centertown, Ky.

BAMBOO CANE STAKES

BAMBOO CANE STAKES
For greenhouse and nursery purposes.
All types and sizes.
Write for prices and quantity discounts.
ALEC HENDERSON, INC.
1313 W. Randolph St. Chicago 7, Ill.
OUTDOOR BAMBOO STAKES
All sizes for immediate delivery.
Ask for our Nursery Supply List.
HALF MOON CO., Box 27A, Plainfield, N. J.

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\$6.00 7.90 10.30 11.60 13.90

17.50 19.90

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N. J.

REDUCE YOUR FREIGHT BILLS ON
JAPANESE BAMBOO STAKES
We ship freshly imported stock from:
New York, Chicago, Detroit, New Orleans
Portland, Ore., San Francisco and
Los Angeles.
DYED GREEN PLANT STAKES
Hand selected, dyed a rich forest green.
Uniform lead pencil thickness.

Uni	IOLI	21		T,	24	a	u		þ	C	11	•	L		١	4.		-	A.			coo.	Price
S	ize																					Per bale	per bale
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21/2																						.2000	10.00
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| Size | Per bale | Pe 18-in. 2000 7.00
24-in. 2000 11.00
NBS IMPORTED NATURAL BAMBOO
Stakes selected especially as plant supports. The best quality available.
Price

#### CHRISTMAS TREES

PREMIUM CHRISTMAS TREES
15,000 sheared Scotch Pine, 4 to 9 ft.;
dark green color. These trees will command
top retail prices. Located 90 miles east of
Pittsburgh on Route 322 between Clearfield
and Philipsburg. Pa. Let us quote on your
requirements. We invite early inspection.

AVERY TREE NURSERIES
BOX 232
Phone Poplar 5-4362 (Clearfield) after 7 PM.

CHRISTMAS TREES

CHRISTMAS TREES

3000 Blue Spruce, 6 to 9 ft.
4000 Douglas Fit., 5 to 8 ft.
7 mi. from Morgantown Interchange, Pa.
Turppike, U. S. 122 North. Phone JU 2-5923.
GIBRALTAR LEWIS NURSERIES

R.D. 1

Birdsboro, Pa.

Beautiful Christmas trees, 6000 Scotch Pine, 6 to 8½ ft., sheared 5 years. Good color den-sity. 75 miles south of Columbus, Route 75. Tordon Tree Farm, L. B. Stroth, Mgr., 224 8. Illinois Ave., Wellston, O.

CHRISTMAS TREES, 5 to 8 ft. 2000 sheared Scotch Pine 1000 Black Hills Spruce. E. C. FISHER NURSERY

E. C. FISHER NURSERY
Box 343, Chelsea, Mich.
Christmas trees, wholesale. 15,000 top quality, sheared trees, sizes 4 to 9 ft. Scotch and Austrian Pines, Norway, White and Colorado Spruce. Reasonable prices.
Riverview Nursery, Box 47, Lewisburg, Pa.

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More customers for you! Over 9,500 subscribers, all active buyers, see your ad in the American Nurseryman.

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CYPRESS FLATS, K.D.
Finest stock obtainable, Guaranteed all clear heart. Size 20x15x3 ins. inside measure, \$38.00 per 100.

1x1-in. Cypress stakes, pointed.
50 pcs. to bundle, 4 ft., \$3.50 per bdl.
50 pcs. to bundle, 5 ft., \$4.50 per bdl.
50 pcs. to bundle, 5 ft., \$5.50 per bdl.
Ship same day,
YOHO & HOOKER, YOUNGSTOWN, O.

WHITE CEDAR FLATS

Order by No. Size 100

No. 1, 14x20x2½-in. \$22.75

No. 2, 14x20x3½-in. \$22.75

No. 3, 12x16x2½-in. 21.00

No. 3, 12x16x2½-in. 21.00

No. 4, 12x16x3½-in. 22.75

No. 5, 14x16x3½-in. 23.75

No. 6, 14x16x3½-in. 23.75

No. 6, 14x16x3½-in. 23.75

No. 7, 16x22½x2½-in. 31.60

No. 8, 16x22½x2¾-in. 31.60

No. 1, 14x22½x2¾-in. 25.75

No. 9, 11½x22½x2¾-in. 25.75

No. 9, 11½x22½x2¾-in. 25.75

No. 10, 11¼x22½x3¾-in. 29.50

No. 11, 14x16x5-in. 32.75

No. 12, 5x11x5-in. 19.00

Plant boxes, 5½x11¾x2½-in. 5.00

Plant boxes, 5½x11¾x2½-in. 5.00

Skeleton flats to carry TEKPAKS and similar growing containers. (Write us for price list.)

All other sizes quoted on request.

Skeleton flats to carry TEKPAKS and similar growing containers. (Write us for price list.)

All other sizes quoted on request.
Bottoms and sides are %-in. thick and ends are %-in. thick. Plant boxes are made of thinner lumber. Your name and address printed, up to 3 lines in black ink, on one ro both end pieces at the following rates: \$1.00 setup charge, plus %c per end piece. Shipped K.D. in units of 25. F.O.B. Cook. All shipments by truck, unless otherwise specified.

QUANTITY DISCOUNTS

Order totaling \$100.00 to \$200.00, 5 per cent; \$200.00 to \$400.00, 6 per cent; \$400.00 to \$600.00, 7 per cent; \$600.00 to \$800.00, 8 per cent; \$300.00 to \$400.00, 9 per cent; 1000.00 and over, 10 per cent.
TERMS: 2 per cent, check with order; 1 per cent 30 days net 5.
Phone NOrth 6-3348

COOK, Minn.

CYPRESS FLATS

TOP GRADE FLATS THAT LAST

No. Size I.S.M. Per 100 Wt. 14x20x3 %; ins. 30.00 680 12x16x2 %; ins. 22.50 510 1.216x2 %; ins. 22.50 510 Any size to order. Bottoms and sides %-in, thick; ends %-in, thick of E.F.O.B. Williamston, N. C. Phone SWift 2-4127

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DAHLIA OR TREE LABELS
Priced per carton
Plain Painted
31/8 x % ins., notched, not wired \$3.00 \$3.60
3½ x% ins., wired (copper) 3.95 4.90
POT LABELS.
4x% ins. (cartons 1000 each) 3.95 4.60
5x% ins. (cartons 1000 each) 4.30 5.10
6x% ins. (cartons 1000 each) 4.70 5.80
Priced per carton
Plain Painted
8x% ins. (cartons 500 each)\$3.50 \$4.30
10x% ins. (cartons 500 each) 4.20 5.10
GARDEN STAKES
8x % ins. (cartons 250 each). 3.00 3.60
10x % ins. (cartons 250 each), 3.30 3.90
11x1% ins. (cartons 100 each). 2.00 2.40
Our labels are perfectly white and smooth
on both sides and are pronounced by growers
the best and most economical.
Catalog on request.

"We ship same day"
YOHO & HOOKER, YOUNGSTOWN 2, O. FINEST BLANK or PRINTED wood labels. BENJ. CHASE CO., VI. Sta., DERRY, N. H.

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Winter Evergreen grave decorations and blankets. White Birch and rustic Cedar supplies, White Birch logs (fireplace), Cedar poles, posts, slabs and flats. Prices upon request. Vermont Evergreen, Inc., R. 7, East Dorset, Vt.

Quick — Convenient — Cheap! Selling through the Classified Ads of the American Nurseryman.

#### PEAT MOSS

GERMAN PEAT MOSS
NEAT, NEW, ATTRACTIVE, MOISTURE-PROOF BALE, POLYETHYLENE INNER
WRAP, Heavy paper outer wrap, 6 cu, ft.
compressed German peat. Best of the unfortified baled peat mosses, Available Dallas
or Scottsville, Deliveries in truck lots (250275 bales). In Austin, San Antonio, Waco,
Dallas, Ft. Worth, Tyler, Shreveport and
other places for less than Canadian brands.
Call for truckload rates.

other places for less than Canadian brands.
Call for truckload rates.
VERHALEN NURSERY CO.
Scottsville or Dallas, Tex.
Phone WE 5-6641 at Marshall or CHapel
7-7131.

"BRODLEAF," Best Holland PEAT MOSS. Gardner No. 110 and No. 85, Growers No. 120 Growers Jumbo No. 170. Two Bales Equal 3. HALF MOON CO., Box 27A, Plainfield, N. J.

Turn your Surplus Stock into cash with a Classified Ad in the American Nurseryman.

#### PLANT TIES

PLANT TIES

"QWIK-TIES," NEW, IMPROVED PLASTIC PLANT TIES Guaranteed fade-proof.

Small, strong, almost invisible. Economical and easy to use. Facked in bundles of 250 ties for convenient use.

Size of 10,000 per carton 4-in. \$10.00 6 lbs. 8-in. 18.00 10 lbs. 12-in. 27.00 14 lbs.

MCHUTCHISON & CO. 14 lbs.

Surplus Stock can be easily and quickly turned into Cash by listing it in the American Nurseryman Classified Ads.

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Phone BAldwin 3-8277

POLYETHYLENE FILM
LOWEST WHOLESALE PRICES!
.0015 mil., black, 3 ft. x 1000 ft. ...\$11.25
.002 mil., clear, 8 ft. 4 ins. x 200 ft. ...\$13.25
.004 mil., 10 ft. x 100 ft. ... 15.00
.006 mil., 10 ft. x 100 ft. ... 15.00
.All other standard sizes, in clear or black, proportionately priced. Freight prepaid on orders of \$50.00 or over.
WHY PAY MORE?
Write for our complete wholesale price list.
SUPER-PLASTICS
1421 W. Chicago Ave., Chicago 22, Ill.
Phone MOnroe 6-9263

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#### PLASTIC FILM—Continued

POLYETHYLENE FILM. WHOLESALE
2 mil. (.002) ..... \$ 5.48 per 1000 sq. ft.
4 mil. (.004) ..... 10.95 per 1000 sq. ft.
6 mil. (.006) ..... 15.43 per 1000 sq. ft.
Write for list of sizes and roll prices.
LAUSTER'S GARDEN SUPPLY
67-71 Water St. Lyons, N. Y

POLYFILM, Clear, Black, Rolls, Sheets.
Save on small and large lots. Write
HALF MOON CO., Box 27A, Plainfield, N. J.

#### PLASTIC POTS

Carton
No. Wt
1000 13
1200 20
1000 36
500 32
300 38 Round pots R-200 R-225 R-250 R-300 R-400 R-500 R-600 120 6 % R-700 Round tubs RT-350 RT-400 RT-500 RT-600 31/2 \$ 25.25 38 26 34 20 31/2 30.00 60.00 90.00 500 324 120 Square pots S-225 2 1/4 2 1/2 3 2 1/4 2 9/4 2 9/4 3 9/4 2 9/8 \$ 11.25 14.75 18.25 S-250 1000 1000 22 34 500 1000 SRP-250 2 (Rose Pots) 21/2 21.00

(Rose rus)
Gallon can
No. 10 Planta Can
6% 6% \$120.00
Bantam Flats (inside dimensions)
FR.90 (7%x5x2% deep) \$67.00 150 43 BF-90 (7%x5x2% deep) \$67.00 96 15 BF-123 (8x64x2% deep) 74.00 96 18 Also available in decorator colors. Write for quote on colors. Send fifty cents (50c) for complete set of samples postpaid.

DAYTON NURSERY & GARDEN SALES
P. O. Box 763
Phone Baldwin 3-8277

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Letterheads, 8½x11 ins.; envelopes, No. 10, 250 of each, \$7.50, postpaid in U.S.A.
H. Grebe, 306 Union St., Royersford, Pa.

9,500 Active Nurserymen are in need of stock, List your offerings in the American Nurseryman Classified Section.

#### SHINGLE TOW

CLEAN, FRESH CUT MATERIAL, FOR PACKING NURSERY STOCK. PROMPT SHIPMENTS. YEAR-ROUND SUPPLY. 75c per bale, 17x20x34 ins. 125 lb. guarantee shipping weight.
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STAKES, GALVANIZED HARD STEEL GALVANIZED tree-guying WIRE. HOSE for guy-wire PADDING. Prices and samples on request. SCHUPP SUPPLY CO., WILMETTE, ILL.

Plant Stakes, see large ad under Cane Stakes. McHutchison & Co., Ridgefield, N. J

#### SCIENCE FACILITY ADDED

[Concluded from page 87] and vegetables that need to be held for a period. Two insect-rearing chambers also have temperature control. X-ray facilities are located in the basement, and the building houses the largest entomological collection in the northwest and a

fine plant pathology library. Both floriculture and landscape architecture have their own self-contained teaching and workshop laboratory spaces. Teaching laboratories in the building are large enough and conveniently located so that such machinery as spraying equipment can be brought into the building for demonstrations. Forestry samples of diseased trees can also be set up in these laboratories. A wing of the building is given to five classrooms and a teaching auditorium.

The hall was named for the man who was dean of the college of agriculture for 30 years, until his retirement in 1949. B. A.

#### SHADE TREE CONFERENCE

[Continued from page 16]

bark crevices to a considerable extent for protection, which makes thorough spray coverage necessary for satisfactory control of these pests. Since scales are sap-sucking insects, control requires the use of contact insecticidal materials.

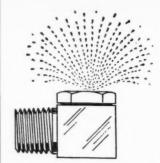
To control scale insects it has been common practice to apply sprays during the dormant season, he said, but development of new insecticides has made it possible to obtain excellent control results by applying foliar sprays when the insects are in the crawler stage. He warned that foliar sprays must be applied shortly after the crawlers appear. To time the application for best results he advised inspection of small twigs and the undersides of leaves of infested trees with a hand lens, through which the tiny crawlers, if present, can be seen.

In conjunction with his discussion, Dr. Schuder showed color slides of a number of scale insects, briefly described the life cycle of representative species and outlined effective control measures.

Of interest especially to commercial operators was the discussion of "Sales — Service — Solvency," given by Archibald Enoch Price, The Care of Trees, Glenview, Ill.

#### Bases for Successful Operation

Successful operation of a treeservice business, Mr. Price said, depends upon a number of factors:



Pictured above is the Monarch fig. 629 nozzle. It has 1/4-in. male pipe thread and throws 3.8 gallons per hour at 40 lbs. It is the core of the most efficient outdoor propagating system, as well as greenhouse humidification.

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In discussing the need for maintaining high standards of workmanship in tree care operations, Mr. Price expressed his belief that education of the public to the point where good quality is recognized and demanded will assure high-quality work more effectively than enactment of arborists' licensing laws. A factor of major importance to the performance of good work, he emphasized, is the degree of training given employees. He suggested not only on-the-job training, but also evening sessions in a classroom atmosphere where employees could be taught the more technical phases of shade tree maintenance.

"New Trees and Large Shrubs for the North" was the subject of an interesting discussion, supplemented by slides, presented by Leon C. Snyder, department of horticulture, University of Minnesota, St. Paul.

#### Plant Selection

Selection of new plant species, Dr. Snyder said, should be based on (1) desirable characteristics that persist or are particularly important, and (2) freedom from diseases and insect pests. He told of methods that have been used to improve agricultural crops, through selection of seeds and hybridization, and suggested that similar methods might be used to improve trees. He pointed out, however, that development of improved tree strains through such methods would be a long process, because of the period that trees require to reach seed-bearing age. He cited improvements made in apples and said about 30 years are required to establish varieties that can be propagated; he said it might take even longer to develop new varieties of shade trees.

Development of new tree and shrub varieties, Dr. Snyder said, is a type of work more suitable to governmental agencies than private companies; few nurserymen, he said, can afford to spend the time and money necessary to develop new va-

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rieties, especially when there can be no assurance of a future demand for such varieties. He said considerable progress has been made in establishing tree and shrub species in a new area through collection of seed from plants growing under similar climatic conditions in other sections of the world.

He presented a series of excellent color slides showing new trees and shrubs recommended for northern areas. These included Manchurian ash, red maple, Japanese tree lilac, purple-leaved chokecherry, several varieties of flowering crab apples, vellowwood, winterberry, fringe tree and many others.

#### **Right-of-Way Practices**

The Thursday morning session of the conference was devoted to a discussion of public utility arboriculture. Hyland R. Johns, Asplundh Tree Expert Co., Jenkintown, Pa., spoke on "Thirty-five Years' Progress in Line Clearance"; Vincent K. Bailey, St. Paul, Minn., immediate past president of the American Association of Nurserymen, discussed "Tree Selection," and J. H. McLean, assistant manager, commercial division, Wisconsin Michigan Power Co., Appleton, Wis. presented "A Utility Tree Program.'

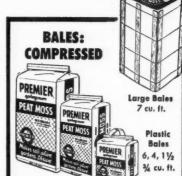
Using color slides, Hyland Johns described pruning operations on the right-of-way of utility companies, tree removal and spraying with chemicals to prevent regrowth from the stumps and special equipment used to control undesirable growth of trees. He pointed out that proper maintenance procedures of right-ofway areas induces growth of vegetation that prevents soil erosion and provides excellent food and cover conditions for wildlife, thus adding to the recreational possibilities of the region.

In speaking of "Tree Selection," Vincent Bailey said trees should be selected for planting on the basis of (1) freedom from disease and insects, (2) freedom from growth habits that necessitate extensive maintenance work, (3) freedom from characteristics that render them susceptible to excessive storm damage and (4) adaptability to environmental conditions.

Pointing out that nurserymen are interested in community efforts and improvement of community conditions, he asserted that nurserymen will propagate and grow highquality species of trees, provided there is sufficient demand for such species. He advocated joint efforts of the National Shade Tree Con-



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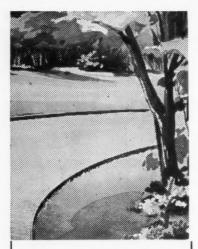
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ference and the American Association of Nurserymen in compiling a list of tree species desirable for use in the various types of planting.

#### Line Clearance Problems

In discussing "A Utility Tree Program," J. H. McLean said pruning trees for line clearance presents numerous problems and is a recurrent cost item. He showed a number of slides illustrating pruning difficulties caused by trees growing under or near overhead lines and advocated planting of species that normally do not reach heights sufficient to cause overhead line trouble. "Much planting is unplanned and is done without any understanding of the growth and size of the trees at maturity," he said.

With respect to installation of underground utility lines, Mr. McLean said that many such installations are being made, but that there are certain disadvantages to underground lines. These, he said, included the high initial cost, the high voltage carried by many lines and the fact that repair of underground lines requires more time and, thus, service is interrupted for a longer period than when breaks occur in overhead wires. He presented a series of slides showing tree species recommended by the Wisconsin Michigan Power Co. for planting along streets and highways and in other areas where utility service lines are involved.

#### Symposium on Tree Ills

In a symposium on insects and diseases, comprising the Thursday afternoon educational session, cytospora canker, Dutch elm disease, the Zimmerman pine moth and sycamore anthracnose were discussed. Speakers on these subjects were, respectively, David French, of the department of plant pathology and botany, University of Minnesota; Dan Neely, of the Illinois Natural History Survey, Urbana; Alec C. Hodson, department of entomology and economic zoology, University of Minnesota, and Eugene B. Himelich, of the Illinois Natural History Survey.

In discussing cytospora canker, Dr. French said trees planted outside their natural range and those damaged by fire or weakened by other causes are particularly susceptible to this disease. Periods of wet weather are favorable for development of cytospora canker.

For long-range control of the disease he advised the development and use of hardy, and hence resistant, strains of the tree species most often

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affected. He said the use of chemicals, including some of the new antibiotics, may help to provide control, and he recommended the use of fertilizer, mulch and other general cultural practices to maintain the health of susceptible trees. He presented slides showing the development of the disease and its effects on a number of tree species.

#### **Dutch Elm Disease**

With "Dutch Elm Disease Control in Municipal Areas" as his subject, Dr. Neely told of conditions and efforts being made to control the disease in a number of Illinois cities. The control programs are being financed, he said, by municipal funds, and the control methods used include sanitation and spraying.

Using charts to illustrate his comments, Dr. Neely said that of 51 cities in which he had collected data. 60 per cent had held their tree losses from Dutch elm disease to 1 per cent or less of the elm population, and in more than 75 per cent of the cities the losses had not exceeded

2 per cent. In communities where no control measures are practiced, he said, great losses can be expected and he cited two cities where such losses have occurred. In one case, 60 per cent of the elms present January 1, 1960, died from Dutch elm disease during the following summer; in the other city, where both Dutch elm disease and elm phloem necrosis are

found, over a 10-year period slightly more than 90 per cent of the elms died.

Using color slides, Dr. Hodson described the Zimmerman pine moth and its effect on infested trees, outlined its life history and sug-

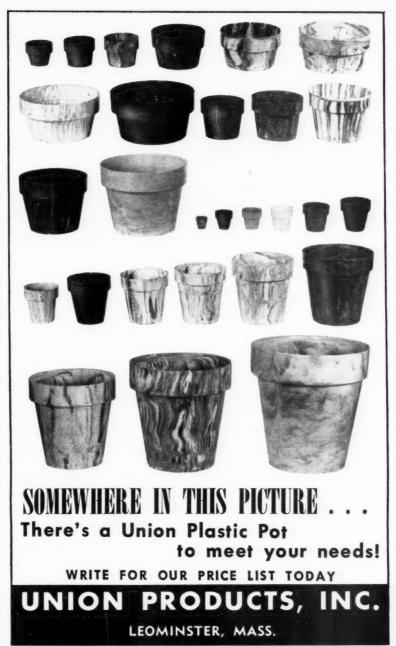
gested control measures.

The larval form of this insect, he said, is a caterpillar with black spots on the body and a single black hair arising from each spot. The egg hatch occurs in September and October, and most of the feeding is done in the spring. Damage is caused by tunneling in the terminal shoots. For control of this pest, Dr. Hodson suggested spraying with DDT or similar insecticides in the latter part of April.

Sycamore anthracnose was described by Dr. Himelich as a serious disease of sycamore trees which affects terminal buds, leaves, twigs, branches and the trunk. The disease greatly weakens and may kill infected trees, he said, and added that often cankers develop which girdle

the stems.

Dr. Himelich said his studies indi-



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cated there are four stages of the disease: (1) Twig blight stage, in which cankers form on twigs and branches; (2) bud blight stage, resulting in failure of the buds to open; (3) shoot blight stage, which causes damage quite similar to late frost injury, and (4) leaf blight stage, in which tissue along the veins dies. For control of sycamore anthracnose he recommended use of organic mercury fungicidal sprays applied in the spring when the leaf bud caps are opening. Depending upon weather conditions, he said, a second and even a third application may be necessary to provide protection against infection.

#### THE OAKS

[Continued from page 13]

More open in habit than either the pin or red oaks, this lustrous-leaved tree has been planted profusely. Unfortunately it is difficult to transplant. The autumn color is a brilliant scarlet, and in the midwest the Shumard oak is taking its place.

Q. engleriana: 30, Z 7, central and W. China, Engler's oak-Because of its small size and evergreen foliage, this might be worthy of trial where larger evergreen oaks thrive. The leathery leaves are three to seven

inches long.

Q. falcata: 75, Z 5, New Jersey to Florida and Missouri, Spanish oak or southern red oak-Although the autumn color is dull orange to brown and the branches form an open round-topped head with dark green, deeply cut leaves, because it is a native, it has been used some in landscape work.

Q. glandulifera: 45, Z 5, Japan, Korea and China, glandbearing oak -A shapely, small tree, open branching, with lustrous green leaves retaining their green color until late

Q. ilex: 60, Z 9, southern Europe, holly or Holm oak-Roundheaded, with broad-spreading branches, this evergreen oak has been popular for centuries in southern Europe. It takes shearing well, since the small hollylike leaves are only one and one-half to three inches long, although they do vary. It does best in areas near the seashore with high atmospheric moisture.

Q. imbricaria: 75, Z 5, central United States, shingle oak—A roundtopped rather open tree when mature, but nicely pyramidal while young, this excellent deciduous native should be grown far more than it is at present. It is one of the best of the oaks, with excellent, lustrous leaves the size and shape of those

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of mountain laurel or longer, turning russet in the fall. It makes an excellent windbreak and can be sheared to form a clipped hedge.

Q. kelloggi: 90, Z 7, Oregon to California, California black oak-Used only on the Pacific coast, where it does well in dry, sandy or gravelly soils. The leaves appear similar to those of the red oak. A dense, roundheaded tree with stoutly spreading branches and long-lived.

Q. laurifolia: 60 feet, Z 7, Virginia to Florida and Louisiana, laurel oak —The half-evergreen lustrous leaves are mostly entire, two to five and one-half inches long, with some slightly lobed, and it is often used as a street tree in the southeastern United States. The variety Darlington is sometimes listed as being denser and more compact and retaining its leaves longer than the species.

Q. liaotungensis: 30, Z 5, N. E. Asia—Related to Q. mongolica with foliage somewhat similar to that of Q. robur. This recommendation is based on one tree that has been growing in the Arnold Arboretum for 50 years. It is only about 30 feet tall, but has a pleasingly arching habit, with branches facing the ground well on all sides, and might well be worthy of further trial elsewhere.

Q. libani: 30, Z 5, Syria and Asia Minor, Lebanon oak-A handsome, deciduous or half-evergreen, small tree with narrow leaves two to four inches long, regularly toothed, looking from a distance like those of a willow. This is the smallest-leaved of all the oaks growing in the Arnold

Arboretum, but the leaves are about the same size as those of Q. phellos. It has been highly recommended in England and should find considerable use in American gardens.

Q. nigra: 75, Z 6, Delaware to Florida, water oak - Conical to round-topped tree, small leaves two to six inches long, similar to Q. velutina, easily transplanted, frequently used in south on moist to wet sites.

Q. palustris: 75, Z 4, central and mideastern United States, pin oak-One of the most beautiful of the oaks, definitely dense and pyramidal, with lower branches drooping, having brilliant red autumn color. Widely used as a specimen, but in street tree plantings it should be planted far enough from the curb to prevent drooping branches from obstructing

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traffic. Best observed with branches touching the ground on all sides.

Q. phellos: 50, Z 5, eastern seaboard and Gulf states, willow oak-Finely textured tree with leaves only two to four inches long, pointed at both ends like those of a willow, making an excellent specimen or street tree. Autumn color is merely yellowish. Widely used and easy to transplant, with slender branches.

Q. prinus: 90, Z 4, eastern United States, chestnut oak - Compact, round top, better foliage than Q. muhlenbergi, not especially outstanding in autumn color; useful only in dry, rocky soils where better oaks

will not grow well. Q. robur: 75 to 150, Z 5, Europe, English oak-Open, broad head with a short trunk; no autumn color, widely planted in Europe, but not too satisfactory as far north as Boston, where cold winters can injure the plants, often seriously. A member of the white oak group, with leaves two to four inches long and up to two and

one-half inches wide. Q. r. Asplenifolia: Fern-leaved oak, with leaves deeply lobed, fine texture.

Q. r. Atropurpurea: Supposedly with dark purple leaves, but I have never seen a good plant of this in America. One in the Arnold Arboretum merely has purplish-green leaves, only slightly off-color.

Q. r. Concordia: Golden English oak-The leaves are a bright yellow, especially early in the spring. This is a weak grower, sometimes scorching badly in hot sun. There used to be an excellent tree of this near Highland park, Rochester, N. Y. Small plants tried on several occasions in the Arnold Arboretum always eventually succumbed to winterkilling as well as heavy sun scorch.

Q. r. Fastigiata: Pyramidal English oak, definitely upright and columnar in habit, with a form similar to that of a Lombardy poplar. Nearly 80 per cent of the seedlings retain the upright form of the parent tree.

Q. r. Pendula: A form reported to have pendulous branches which I have not seen in the United States. Apparently these vary considerably, and supposedly some of the poorer clones would be useless for ornamental planting.

Q. shumardi: 120, Z 5, central and southern United States, Shumard oak -A good substitute for the scarlet oak throughout its native habitat.

Q. suber: 60, Z 7, southern Europe, northern Africa, cork oak-Usually an evergreen, roundheaded tree with massive branches, this is the source MAN iches seaak-

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of cork for commerce. Many are being planted experimentally in the southern United States, requiring full sun and semiarid soil conditions in areas where winter temperatures do not drop below 0 degrees Fahrenheit.

Q. variabilis: 75, Z 5, China, Korea and Japan, Oriental oak-This tree has distinct foliage, a dull green, of size and shape resembling that of Castanea crenata. The interesting bark is corky, only about one-half inch thick, but highly ornamental, especially in the winter.

Q. velutina: 100 to 150, Z 4, eastern and central United States, black oak-With lustrous green leaves turning red in the fall, this is one of the largest of the northern American oaks. There is usually a deep taproot, making larger trees difficult to transplant. Not a good tree for the small place.

Q. virginiana: 60, Z 7, S. E. United States, live oak-A tree with massive trunks and branches, evergreen in the far south and deciduous in the northern limits of its habitat. It is easily transplanted, rapid in growth and usually twice as broad as it is high.

Q. wislizeni: 70, Z 7, California to New Mexico, interior live oak-Another evergreen oak with glossy leaves of slow growth, only of use

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ornamentally near the valleys of the southern California coastal region.

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 B—Other species or varieties just as good as ornamentals.

Of little ornamental value.

alba latiloba A alba repanda C

aliena B-60 feet, Z 5, Japan, China and Korea; fine, dark green leaves resem-

bling those of Q. prinus. aliena acuteserrata A alnifolia B—Z 7, evergreen foliage, shrub

or small tree.

arkansana C

audleyensis (ilex x petraea) B baroni C—Z 7, half-evergreen shrub or small tree.

bebbiana (macrocarpa x alba) B benderi (coccinea x borealis maxima) B

borealis flabellata A borealis maxima—Practically the same as the species; both are good, both are in



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the trade, often listed as simply Q. rubra. brittoni (ilicifolia x marilandica) C—Dif-

fers little from parents.

bushi (marilandica x velutina) C calliprinos C-Z 7.

capesi (nigra x phellos) B castaneaefolia B

castaneaefolia incana A

cerris ambrozyna A cerris autriaca A chrysolepis vaccinifolia C — Prostrate

shrub, four feet tall. coccifera B-Z 7, evergreen shrub with

small lustrous leaves. coccinea Splendens A—Selected in England as being superior to the species in fall color. The plant in the Arnold

Arboretum is not, nor does it have the glossy leaves of the species. comptonae (lyrata x virginiana) - Differs

little from parents. dalechampi B

deami (muhlenbergi x alba) — Differs little from parents.

[Continued on next page]

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NURSERT SUPPLIT CO., BOX 5009, COLUMNIA, S. C., From Illinois, Indiana, Ohio, Kentucky and Tomnessee, write A. M. LEONARD & SON, Piqua, Ohio, From Kansas, Mississippi and Texas, write VER-HALEN NURSERY CO., 12140 Harry Hines Blvd., Dallas, Tex.

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Ayer-Line INDUSTRIES, INC. 709 Jones St. BERKELEY 10, CALIF. dentata B-Leaves up to eight inches long, rather coarse in texture.

dentata pinnatifida C durandi B

ehrenbergi B-Z 7.

ellipsoidalis B-Similar to pin oak in habit.

engelmanni-Probably a misapplication of the name Q. engleriana.

exacta (imbricaria x palustris) B fabri B

falcata pagodaefolia-Not so hardy as the species

faxoni (prinoides x alba) C fernowi (stellata x alba) C

filialis (phellos x velutina) B frainetto B—120 feet, Z 5, Balkan penin-sula; round-topped, open head.

fruticosa C-Z 7, half-evergreen shrub. gabeli C

garryana-Oregon oak, 90 feet, Z 6. This may have some value in Oregon and Washington, where it is native, for planting on dry, gravelly slopes. Somewhat similar to Q. alba, it is slow in growth and is the only native oak in Washington, British Columbia and northern Oregon. It need not be considered for planting elsewhere.

georgiana C—Shrub to nine feet. gilliana B—Z 7, shrub to small tree, evergreen, to 21 feet. Native in China.

gunnisoni C haas B-similar to Q. robur.

haas atrichclados A hartwissiana B

hastingsi (marilandica x texana) C havardi C—Shrub to three feet.

hemispherica C

heterophylla (phellos x borealis maxima) -Bartram's oak, 80 feet, Z 6, New Iersey to Texas. The foliage is somewhat similar to that of Q. coccinea. It varies considerably and the plants I have seen are not worthy of using in ornamental planting.

hickeli (pontica x robur) B
hilli (muhlenbergi x macrocarpa) intermediate between the parents—B
hispanica (cerris x suber) B—To 90 feet,

Z 7, half-evergreen. hispanica crispa A hispanica dentata A

hispanica heterophylla A hispanica latifolia A

hispanica lucombeana A iberica B

ilex angustifolia B ilex crispa C

ilex fordi B-Possibly of interest for its small, dark, glossy green leaves. only one-third to five-eighths inch wide.

ilex gramuntia B-Stunted in habit.

ilex microphylla B ilex rotundifolia B

ilicifolia C-Scrub oak.

inermis B—Z 7. infectoria B—Z 7, half evergreen.

jackiana (bicolor x alba) B-Intermediate between the parents.

kewensis (cerris x wislizeni) B-Z 7, evergreen. laevis B-O. falcata is better.

leana (imbricaria x velutina) C

lebtophylla B lobata—90 feet, Z 7, California. This is called the valley oak and is scarcely planted outside the state, ludoviciana (phellos x falcata)—No bet-

ter than the parents. ludoviciana microcarpa B—Smaller leaves

than O. imbricaria. lusitanica—Lusitanian oak, 60 feet, Z 7, Spain and Portugal. Not much planted in America. It is deciduous, requiring moist soil.

lyrata B-Overcup oak, 90 feet, Z 5, S, E, United States. Although a native, it is





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not much planted as an ornamental. It is found in swampy areas. macnabiana (durandi x stellata) - Of little ornamental value.

macranthera B—Foliage too coarse.
macrocarpa—Burr oak, 75 feet, Z 2, eastern United States. The leaves are up to 10 inches long and the whole tex-ture is coarse. As a massive tree it finds some uses in parks and public plantings, but the fine-textured oaks are, on the whole, better for ornamental plant-

macrocarpa olivaeformis A

macrolepis B—Z 7.
marilandica—Blackjack, 30 feet, Z 6, eastern United States. Its only use is for planting on poor, dry, sterile soils where better trees will not grow.

michauxi B mongolica B--Coase texture, the leaves are up to 10 inches long.

mongolica grosseserrata A monimatricha C—Shrub to nine feet. muhlenbergi B—Coarse in foliage and in branching. Q. prinus is better.

mutabilis (shumardi schnecki x palustris) B—Differs little from parents.

myrsinaefolia B—Z 7, evergreen, to 50

novo-mexicana B-30 feet, Z 6, Colorado, Utah, New Mexico.

pedunculiflora B petraea B-Similar to Q. robur and probably not necessary to substitute for it. petraea insecata A petraea laciniata B petraea mespilifolia A

petraea pendula B petraea pinnata B

petraea purpurea B
phillyreoides B—Z 7, evergreen shrub to 30 feet.

polycarpa C

nuttalli B obtusata B

pontica C-Shrub to small tree. porteri (borealis maxima x velutina) B-Intermediate between parents. prinoides C-Chinquapin oak, shrub to

prinoides rufescens A pubescens B

pubescens crispata A pubescens pinnatifida A

pyrenaica B rehderi (ilicifolia x marilandica) C reticulata B—Z 7, evergreen shrub or small tree in Arizona.

richteri (palustris x borealis maxima)-Differs little from parents.

robbinsi (ilicifolia x coccinea) C

robur filicifolia C robur heterophylla C robur holophylla C robur pectinata A robur puberula A

robur purpurascens A-Plant at Arnold Arboretum has only purplish-green foliage in July.

robur variegata C robur pyramidale—Probably synonym for

Q. robur fastigiata. robur purpurea—Probably synonym for Q. robur purpurascens.

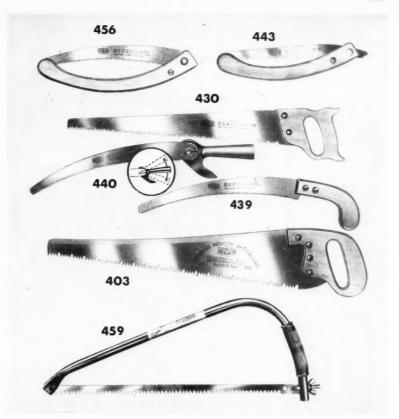
rosacea (petraea x robur) B-Variable hybrid.

rudkini (phellos x marilandica) C runcinata (imbricaria x borealis maxima) -Intermediate between the parents. sargenti (prinus x robur) C

sauli (alba x prinus) B schochiana (phellos x palustris) B schuettei (bicolor x macrocarpa) B semecarpifolia B—90 feet, Z 7, evergreen,

China.

[Continued on next page]



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shumardi acerifolia B-Shrub to small

tree. shumardi schnecki B

stellata B-Post oak, 60 feet, Z 5, Massachusetts to Florida and Texas. Dense, roundheaded tree, the most abundant oak in Texas, but the foliage is none too handsome

suber occidentalis A texana-Probably not hardy north of zone 8.

tridentata (imbricaria x marilandica) B trojana—30 feet, Z 6, half-evergreen. No better than Q. libani and often confused with it.

turneri (robur x ilex) B turneri pseudoturneri B-Shrubby, better known than the species.

undulata C-30 feet, Z 5, Colorado to Texas.

utahensis B-45 feet, Z 6-Colorado to Texas.

velutina missouriensis A virgiliana C

#### ALABAMA SHORT COURSE [Continued from page 8]

will be neutralized. The neutralizing value of a liming material, then, is simply a measure of its carbonate content.

The Alabama agricultural experiment station recommends that all limestone should be at least 90 per cent as good as pure calcium carbonate in neutralizing acidity, or, in other words, a ton of lime should contain at least 90 per cent as many carbonate particles as does a ton of pure calcium carbonate.

The recommendation for particle size is that 90 per cent of the particles should pass a 10-mesh sieve and 50 per cent pass a 60-mesh sieve. Limestone of this quality should be about two-thirds to three-quarters effective in neutralizing acidity in the soil.

#### Foliar Feeding Advantages

Dr. Tok Furuta, associate horticulturist, agricultural experiment station, spoke on "Foliar Fertiliza-tion of Woody Ornamentals." Of the various possible methods of supplying nutrients to plants, by far the commonest way has been to apply the fertilizer to the soil. But, Dr. Furuta stated, foliar fertilization applying fertilizer as a spray to the leaves and other aboveground parts of a plant - has distinct advan-

Foliar fertilization can reduce the cost of labor required in fertilizing plants. Actual records show that it cost \$24 to fertilize 1,000 plants in containers from April 1 to October 1 using a dry material once a month. For the same period and the same number of plants, the cost was \$15.50 for a weekly spraying with a hand sprayer. The use of larger, power-driven equipment could further reduce this cost.

Foliar feeding makes it possible to

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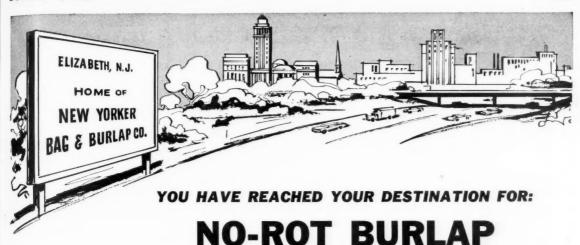
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adjust more closely the supply of nitrogen and other elements to actual requirements of the plant. This practice may be and is being incorporated into an existing spray program for insect and/or disease control. This permits the accomplishment of two tasks at the same time, with little if any increase in labor requirement.

When conditions prevent soil applications or make them costly, foliar spraying may be the only practical way to insure plant nutrition at a reasonable cost. For many reasons root absorption may be limited or inadequate. Foliar spraying in such cases insures nutrients for plant growth. Quick response is usually noted from foliar application, as the materials are applied near the site of utilization. Foliar fertilization is easily mechanized and does not require large outlays of capital.

Citing also some disadvantages of foliar feeding, Dr. Furuta said that the practice will not completely substitute for soil applications, that it requires more frequent applications during the season than does soil fertilization, that there are dangers of "burning" the foliage and that materials for foliar fertilization are expensive.

Dr. Norman McGlohon, plant pa-



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thologist, Auburn University extension service, who discussed diseases of woody ornamentals, named the following three practices as the only means whereby a nurseryman may avoid extensive plant damage: Produce disease-free seedlings, transplant into disease-free soil and keep diseases out of area by using chem-

He went on to say that in order to produce disease-free seedlings, one must observe the following "don'ts": (1) Don't use unsterilized soil in

greenhouses, coldframes, or plant beds. (2) Don't use greenhouse benches, flats or other containers that have not been sterilized. (3) Don't plant untreated seed. (4) Don't select cuttings from diseased stock. (5) Don't allow air-borne leaf spot diseases to become established on seedlings and cuttings. (6) Don't allow diseased plant material to accumulate around coldframes, greenhouses and plant beds.

Dr. McGlohon said that, if possible, the area where young seedlings

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are to be transplanted should be fumigated with a material that will kill fungi and nematodes. Materials such as methyl bromide, Vapam, and mylone are effective soil sterilants for weeds, nematodes and fungi.

#### Sprays for Diseases

He also said that one must guard against diseases such as leaf spots and petal blights by using protective sprays. Then he gave the following control recommendations for various plant diseases:

Petal blight — The most popular method of control is to spray the open blossoms with zineb.

Leaf spot — Ferbam, zineb or phaltan is effective against the airborne fungi that cause leaf spots on various ornamental plants such as camellia, azalea and magnolia.

Powdery mildew — Plants should be dusted with sulphur or sprayed with Karathane.

Dieback — This disease causes a dying back of twigs and branches; when this occurs, the diseased part should be removed.

Root rot — The only means of controlling this disease is to set disease-free plants in disease-free soil.

Nematodes — Nematode damage consists of a poorly developed root system, excessive leaf cast and dieback of small branches, yellow necrotic leaves, poor plant vigor, failure to respond to good fertilization and eventual death of the plant. A drench method can be used for treating individual plants to control nematodes, but a soil fumigant would be better prior to planting, if a large area is to be covered.

The afternoon sessions concluded with a tour of research plots at the ornamental horticulture greenhouses and gardens located on the Auburn University campus. That evening a Dutch supper was enjoyed by everyone at the Holiday Inn, just north of Auburn.

The next morning saw the group touring the facilities of Funchess Hall, the new plant science building recently constructed on the campus. Everyone then gathered in Duncan Hall auditorium, where Dr. Henry Orr, associate horticulturist, Alabama agricultural experiment station, presided over the morning session.

#### Newer Plants for the South

First on the program was Dr. Fred Galle, director of horticulture, Ida Cason Calloway Gardens, Pine Mountain, Ga. Dr. Galle talked on the "Newer Ornamentals for South-





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ern Landscapes." He said that, although there are few new things in the world today, hybridizers keep crossing and breeding and sometimes come up with new varieties of plants that are particularly suitable for certain landscape uses.

He suggested that Alabama nurserymen should co-operate in selecting one good new variety of plant each year and promoting it to the fullest in all newspapers, magazines and other media throughout the state. New plants should be given a trial each year, he said, but the "old" varieties that have proved good in their particular areas should not be dropped.

Dr. Galle then proceeded to show some slides of plant selections that he and his workers had found most satisfactory in the Ida Cason Calloway Gardens. Included were the floribunda crab apple; the new Henrietta Crosby azalea; the yellow cucumber tree (Magnolia cordata); several saucer and star magnolias; the Chinese fringe tree, which is better than the native varieties because of its good green foliage; the Cherokee Chief variety of dogwood, which is easier to grow, and the Chinese dogwood, which blooms later than the regular white dog-

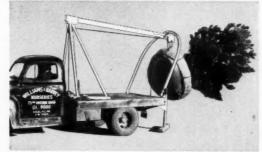
He also recommended the quinine tree, which is in the gardenia family; the glossy and shiny sumacs, the latter having good fall color; the Near East variety of crape myrtle, prolific and tolerant to partial shade, the Crimson Beauty, Coral Beauty, Texas Scarlet and other varieties of flowering quince and the bottlebrush buckeye, which flowers late in June and July and is found native along streams and in moist areas.

#### Landscape Equipment

Landscape equipment was discussed by Beaty Hanna, landscape associate, Landscape Services, Birmingham, Ala. He stressed that quality is important in hand tools such as shovels and rakes and that only cheap tools can be bought at cheap prices. To aid in keeping tools, he suggested identifying them with bright fluorescent paint.

The most important factor in the operation of power tools, Mr. Hanna stated, is an experienced operator; an inexperienced worker can cause much expense in equipment maintenance and repair. He brought out the fact that it is necessary to improvise for almost every job and that it is advisable to have a crowbar and block and tackle always handy to meet specific problems that might

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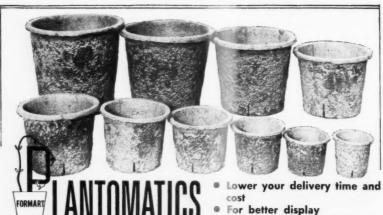
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be encountered in moving plant materials.

Dr. Orr then introduced the final speaker on the program, Holly Mitchell, landscape engineer, construction bureau, Alabama highway department, Montgomery. In his talk, "Current Status of Roadside Development in Alabama," he said that the roadside improvement section is a recently formed division of the Alabama highway department.

In order to create interest and stimulate thought in this new section, a training program in the form of a roadside development short course was set up for all engineers and interested personnel. Developed through co-operation with the Auburn extension service and Auburn University, the short course was presented in all highway divisions over the state and also at Auburn.

#### Course Proves Valuable

These various lectures and question periods brought to light many answers on such problems as seeding mixtures, soil preparation, conservation of native plant materials and inspections. Without this program, Mr. Mitchell stated, the section would not have been ready for roadside planting as it is today.

The roadside improvement section is presently designing planting plans for all new interstate work and is assured, through the efforts of its training program, that maintenance forces will be able to commence improvements on older state roads. He added, however, that right-of-way width is restricted on older roadways and work is limited to erosion control in many instances.

He noted that in the guide for the requirements of interstate plantings, a mile-by-mile inventory of existing plant material is specified and a thorough examination to determine whether it is feasible to save this material.

Naturalistic plantings are to be considered with ground covers, vines and low shrubs on foreslopes in mass plantings. Only hardy plant material which is adaptable to the site and which requires a minimum of maintenance is to be used.

This concluded the fifth annual short course for the Alabama nurserymen and landscape gardeners, and everyone was urged to stay for the second annual turf conference, which was to begin that afternoon.

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#### CHAMBERS RETIRES

Ernest L. Chambers, after 40 years of continuous service as a state entomologist and chief of the plant industry division of the Wisconsin state department of agriculture since 1940, announced his retirement as of October 1, 1961.

Born in 1896 on an Ohio farm near the state experimental station at Wooster, Mr. Chambers had early experiences with crops grown in cooperation with the station and with many other features of general farming, including cattle, sheep and poultry raising and orchard work.

He attended Ohio State University, Columbus, where he received his B. S. degree in the college of agriculture, specializing in entomology. His college work was interrupted by World War I, of which he is a veteran. After graduating in 1921 from Ohio State, he worked as a nursery inspector, at Madison, Wis., soon thereafter being appointed assistant state entomologist. In 1927 he succeeded Dr. S. B. Fracker as state entomologist and in 1940 he became head of the newly created plant industry division.

Mr. Chambers is a life member of the Wisconsin Horticultural Society and an honorary member of the

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Wisconsin Nurserymen's Association. He is also a member of the Entomological Society of America: American Phytopathological Society; Wisconsin Academy of Sciences, Arts and Letters; the Wisconsin Phenological Society, and the Society of American Foresters.

#### OHIO APPOINTMENTS

The appointment of Harold L. Porter as chief of the division of plant industry, Ohio department of agriculture, was announced recently by Robert H. Terhune, department director. Mr. Porter, who received both his bachelor's and master's degrees from Ohio State University. joined the Ohio department of agriculture in 1939 as an inspector in the insect and plant disease control sec-

In 1941 he became assistant section head and was appointed specialist in charge of the section in 1943. In his new position he replaces John W. Baringer, who retired March 31. A member of the American Phytopathological Society and of the American Association for the Advancement of Science, Mr. Porter lives near Pickerington, O., with his wife and two daughters.

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## **BOOK REVIEWS**

#### HANDBOOK OF CHEMICALS

The many chemicals introduced in the horticultural field, as fungicides, insecticides, fertilizers and weed killers, in addition to the wider number in other agricultural uses, as fumigants, rodenticides and livestock chemicals, have brought demand for reference works, such as "Hanna's Handbook of Agricultural Chemicals," the second edition of which is a 450-page book containing descriptions of over 1,000 commercial chemicals and miscellaneous items that are used in the agricultural industries.

Its author, Lester Hanna, Forest Grove, Ore., is a research entomologist and agricultural technician for a prominent frozen food processing corporation, which obviously spent considerable time compiling the ma-

Besides the descriptions, the book contains information as to their toxicity, if any, and antidotes in case of poisoning. Other information, such as food and drug administration residue tolerances, and formulae, conversions and tables are given in the book, which sells for \$5.95 per copy and presumably is up to date to the time of its copyright in 1958.

#### VEGETABLE GARDENING

The latest new Sunset book, "Vegetable Gardening," is a comprehensive treatment for the home gardener, in 72 pages, 81/2x11 inches, priced at \$1.50. After 16 pages of general introductory information on planting and care, popular vegetables are given about a page each. with a few pages about lesser items. The concluding eight pages are devoted to tabular data on kitchen culture. Many line drawings illustrate the book.

#### AMERICAN ROSE ANNUAL

The American Rose Annual for 1961 is a worthy companion to its 45 predecessors; that is, a volume of 253 pages containing a wide variety of articles on how to grow garden roses in various sections of the country and under varying conditions; scientific articles having to do chiefly with hybridizing and with rose diseases; comments on experiences with rose varieties as in "Proof of the Pudding," and data of record, as old rose ratings, new rose patents and

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rose cultivar names accepted by the society as international registration agency. There are numerous illustrations, including several in color of new varieties.

The 1960 annual was compiled under the editorship of the then secretary, James P. Gurney, and of Margaret E. Coon as managing editor. Priced at \$4.50, it is sent to members of the society, whose headquarters are 4048 Roselea place, Columbus 14, O., as one of the chief returns for their membership dues.

Even those growers of much experience find the volume useful not only for reference, but for the gleaning of ideas that arise from the newer scientific developments and the wider experiences of the exranding membership.

#### ROOT GROWTH OF TAXUS

[Continued from page 14]

tion for water, oxygen and minerals would be different. Fluctuations in temperature under mulch and under grass would be less than in soil with

This might explain why there were roots at the soil surface under sod and under mulch but not with clean cultivation. Extremes of temperature in winter and summer, excessive dryness and cultivation would tend to inhibit growth of roots in the upper two inches of soil with no cover.

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weeds by cultivation, chemical weed killers and mulches should certainly be compared. For established plant. ings of taxus, mulches would be ad. visable even if they were not economically practical in the nursery

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To teach gardeners, nurserymen and others the many means by which plants can be increased, Pennsyl. vania State University, University Park, Pa., is offering a correspond. ence course of 10 lessons titled "Propagation of Plants." It deals with the propagation of fruit and nut trees, forest and ornamental trees, shrubs and vines, house and greenhouse plants, perennials, biennials and annual flowering plants. There is also a lesson on nursery manage-

To obtain the course, write to Correspondence Courses, 202 Agricultural Education Building, University Park, Pa. Include your name and address and \$2.50, the registration fee. Make checks payable to the Pennsylvania State University.

#### DAY LILY CONVENTION

At the annual convention of the American Hemerocallis Society, held recently in the Chicago area, the president's cup was won by Hubert A. Fischer for his frilled yellow, Green Valley. This cup is given each year to the hybridizer of the most outstanding day lily seen in the convention gardens.

Hubert A. Fischer is president of the American Hemerocallis Society. Next year the convention will be held at Boston, Mass., with George Pride as general chairman.

#### KANSAS CONVENTION [Continued from page 7]

cussion should not consider container-grown stock as opposed to package stock, but, on the other hand, package stock and container-grown stock, since both methods of handling are effective and have their place in the industry. Container-grown plants, by and large, are those that are not adapted for packaging or B & B handling. Containers should be used for plants only when no other methods will suffice and be used along with the traditional methods of handling.

Mr. Wilson summed up the discussion by stating that good-quality stock is the answer to good Write for

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package stock, and if a retailer is going to buy package stock, he should consider the plant before the container. Package stock and container-grown stock are essentially noncompetitive; both have their place in the nursery market. Package stock can be prepared for sale during bad weather and during an off season, whereas container-stock has to be planted in a certain season, but can be sold over a longer period of time.

Discussion from the floor indicated that container-grown stock has delayed the planting season and destroyed the market for package and dormant stock to a certain extent. However, a nursery operation has to be balanced among all forms of nursery stock handling.

The September 7 session was opened with the official welcome to Kansas State University by Dr.

Ealy. Although the plan is not official yet, the name of the department of horticulture is to be changed to the department of horticulture and landscape architecture. The department aims to have an accredited curriculum in landscape architecture and to be approved by the American Society of Landscape Architects. This path is being pursued by the department at this time by adding Mr. De Deurwaerder to the staff. Dr. Ray A. Keen and L. R. Quinlan round out the group.

Improvement of the physical facilities of the department is being made rapidly now. Dr. Ealy expressed appreciation to the Kansas Association of Nurserymen for help in obtaining the necessary change in the curriculum. Another problem of the department, as stated by Dr. Ealy, is the establishment of a permanent location for a shrub arboretum and turf plots. Both of these units have been moved at least twice in the past few years and are going to be moved again to provide added building sites for Kansas State University.

#### Developing Selling Techniques

Tony Manhardt, founder of the Tony Manhardt Institute at Wichita, Kan., and now vice-president in charge of personnel development of Trim Food Products, Inc., at Kansas City, spoke next on "Operation-Sell." Nurserymen have a product and a market, but need an improved selling technique. If good sales techniques are developed, there will be no need to worry about competition, because there are always untapped markets.

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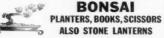
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methods. Other creative ways of selling include taking advantage of all opportunities of personal contact and acquaintances to sell, showing appreciation to existing customers and gaining additional contacts from them, meeting people and volunteering for discussion groups and programs. One of the most important aspects of selling is the improving of one's vocabulary, by reading, practice in translating ideas into words and removing undesirable words from one's existing vocabulary.

In conclusion, Mr. Manhardt stated that in order to do an effective sales job, one must learn how to evaluate and understand people. People have great emotional wants and needs, and it is necessary to translate these into sales plans.

#### Credit Opportunities

C. W. Larson, senior vice-president of the Merchants National Bank, at Topeka, then spoke on the subject, "Succeed Through Credit." Successful selling of a product also involves successful collection for it, and therefore, it is necessary for a firm to have a workable credit plan, although a credit plan is not the only channel to good sales.

Credit is "man's faith in man" and is as old as civilization itself. Even the ancient Babylonians sold houses on credit, Good working credit plans are the vehicle today that is responsible for mass production and mass distribution at lower prices.

Credit practices have not always been used intelligently; however, they have been studied and greatly improved over the past 25 years. Common errors in granting credit are trust in honest looks and connection with a good family and failure to utilize freely disseminated credit information. The future of credit use is tremendous. It is predicted that credit extended within the next 50 years will be more than double what it is today. If present credit practices were reversed today, the standard of living would revert nearly to that of colonial times, it is stated.

Automobiles are first in outstanding credit, even preceding home purchase and renovation loans. Automobiles included, installment credit accounts for the greatest amount of credit extended now; 53 billions of dollars today are outstanding in credit. However, for every dollar in credit, there is \$1.1 saved. Individual gross income is reduced 20 to 40 per cent

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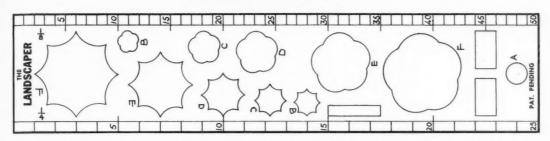
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by the federal income tax, and the rest is termed disposable income, the greatest part of this being necessary for actual living expenses. That part of it that remains is called discretionary income and this is where nursery sales fit. Actually, at this time, there is more discretionary income available than ever before, and the outlook is that it will sustain itself or even grow.

The present trend toward more leisure time will demand more luxuries, creating a greater demand for nursery stock. However, this will have to be sold on a credit hasis

#### Three Credit Plans

There are three basic types of credit plans that can effectively be used by nurseries today: First, the standard 30-day charge account; second, if capital is sufficient to carry it, the 3, 6 or even 9-month charge account, and third, the installment-payment plan.

A good credit plan should be set by company policy, administered by one responsible person and adhered to with precision and dignity. Oftentimes, poorly granted credit and poor collections are responsible for the lack of capital, and the lack of capital is responsible for more business failures, save poor management, than any other.

Mr. Larson concluded by advising all firms, large and small, to have a good, workable credit plan, to have a complete understanding of all terms of credit with the customer and to use credit to the advan**BESELER TREE SLINGS** 



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tage of selling; credit should not be considered a necessary evil.

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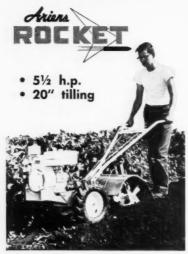
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A.A.N. research, the new apprentice training program and the part the A.A.N. will have in the future of the industry.

#### Seek Short Course

During the business meeting, the education committee proposed a short course related to the nursery industry by Kansas State University. It was agreed that such a course would be offered within the near future.

The legislative committee told of its efforts in opposing the appropriation of Clark-McNary funds for federal nurseries and tree-planting programs during the recent session of Congress. The A.A.N. helped to co-ordinate the efforts of individual state associations.

The legislative committee also described recent meetings with the Kansas entomological commission to express views of the nursery industry, especially on appointment of a full-time director for the commission and the enactment of an enforcible viability law. The viability law that has been on the Kansas statute books since 1948 is unenforcible, according to the state attorney general.

Officers for the following year were elected at this time, as previ-

ously given.

Ralph Ricklefs, Sr., Salina, Kan., delegate to the annual A. A. N. convention at Washington, D. C., reported on that event.

J. E. Pallesen, statistician for the Kansas state board of agriculture, reported on the statistics of horticultural specialties in Kansas for 1961. This is the first year this information has been made available, and the work was included largely through the efforts of the Kansas Association of Nurserymen. Of particular interest were the cash receipts of the nursery and green-house industries in Kansas, reported as \$5,337,000 in 1959 and \$5,566,000 in 1960.

In a separate meeting, the Kansas chapter of the A. A. N. elected the same slate named by the Kansas Association of Nurserymen, except for Cloyd E. Prater, Salina, who is not a member of the A. A. N. Ralph Ricklefs, Sr., Salina, was appointed A. A. N. convention delegate in 1962, with Ralph Skinner, J. H. Skinner & Co., Topeka, as alternate.

ELECTED president of the Ferry-Morse Seed Co., Mountain View, Calif., was Rex W. Grabill, formerly in charge of the packet division, at Fulton, Ky.

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